

Figure 1

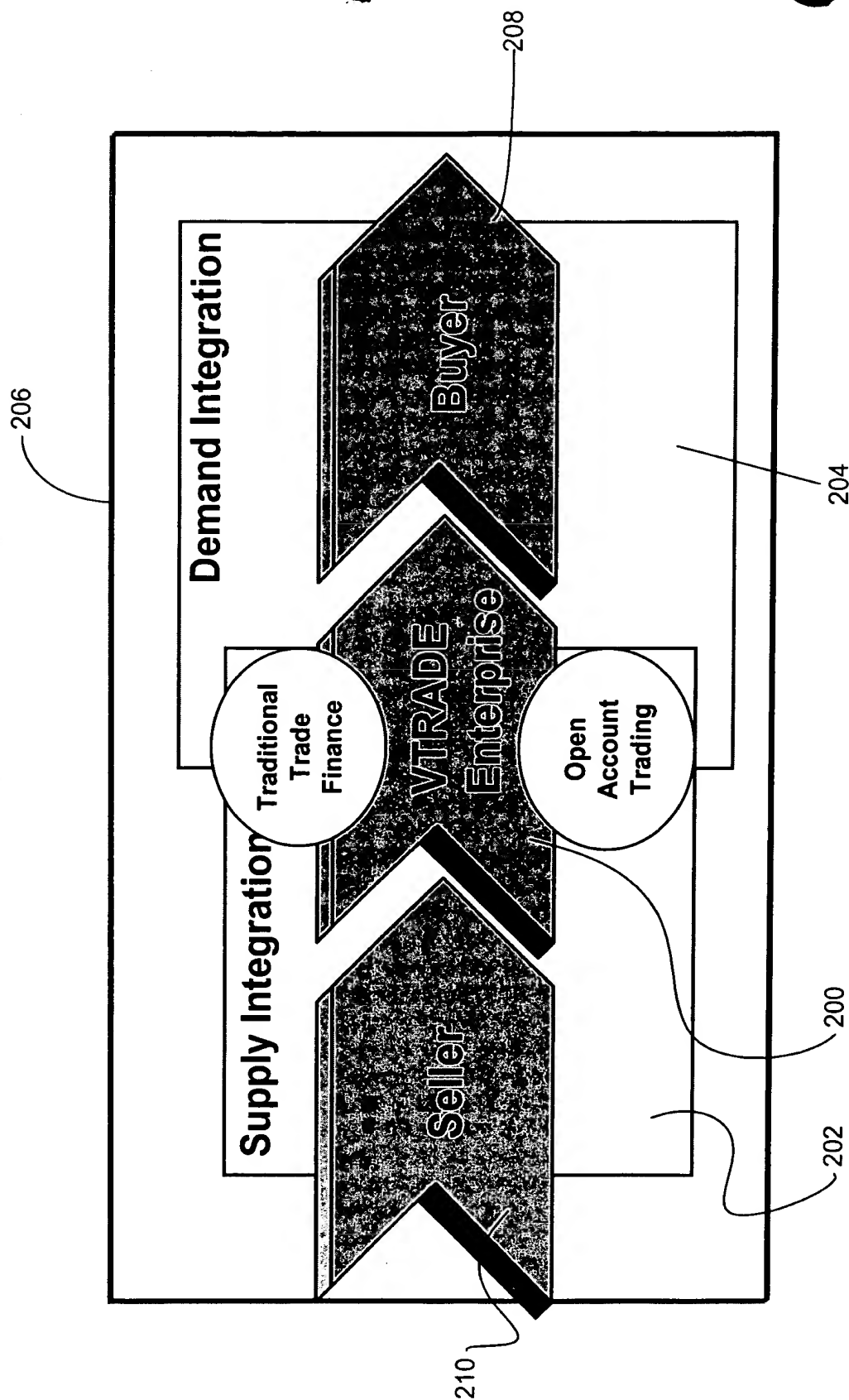


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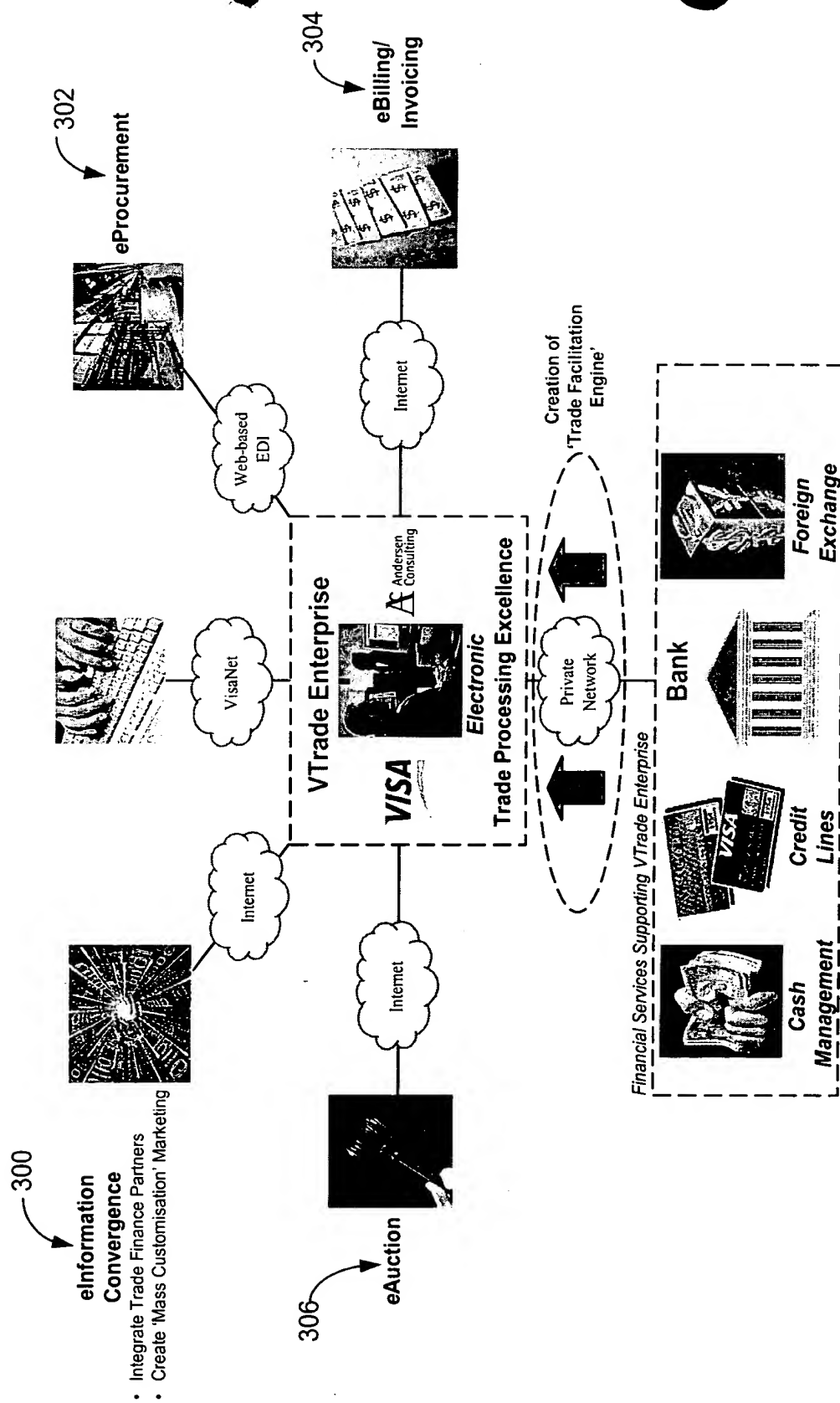


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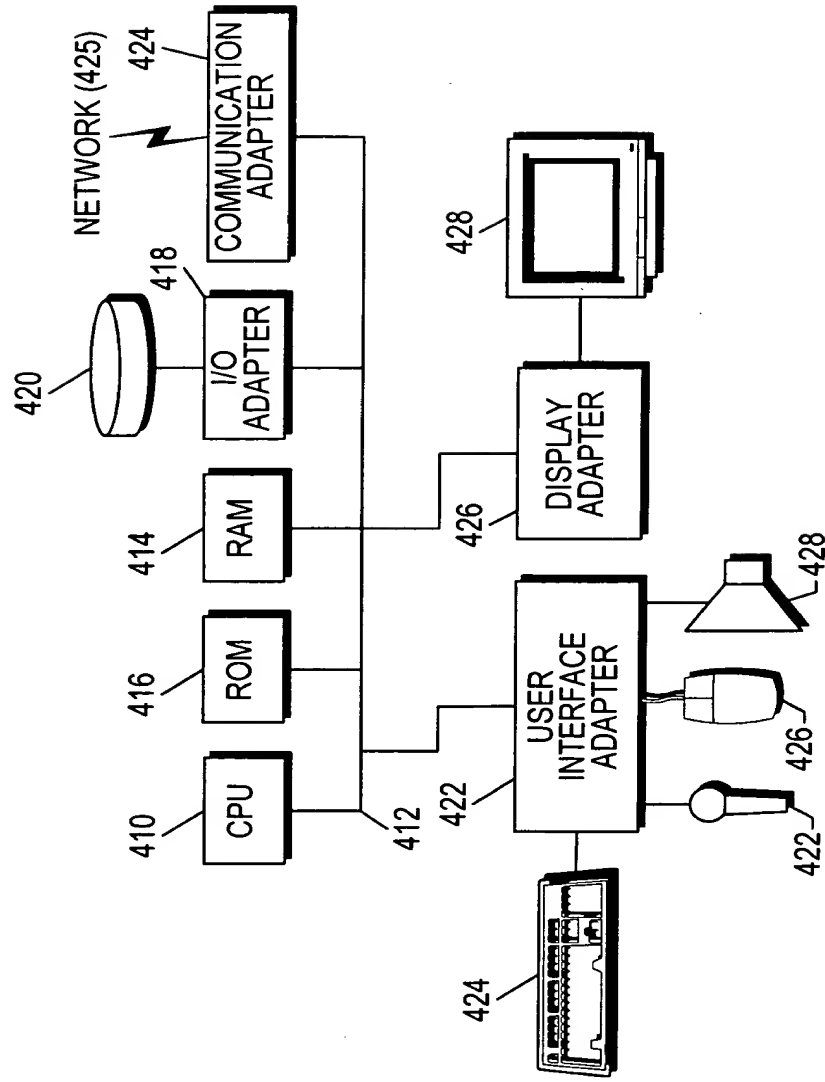


Figure 4

500

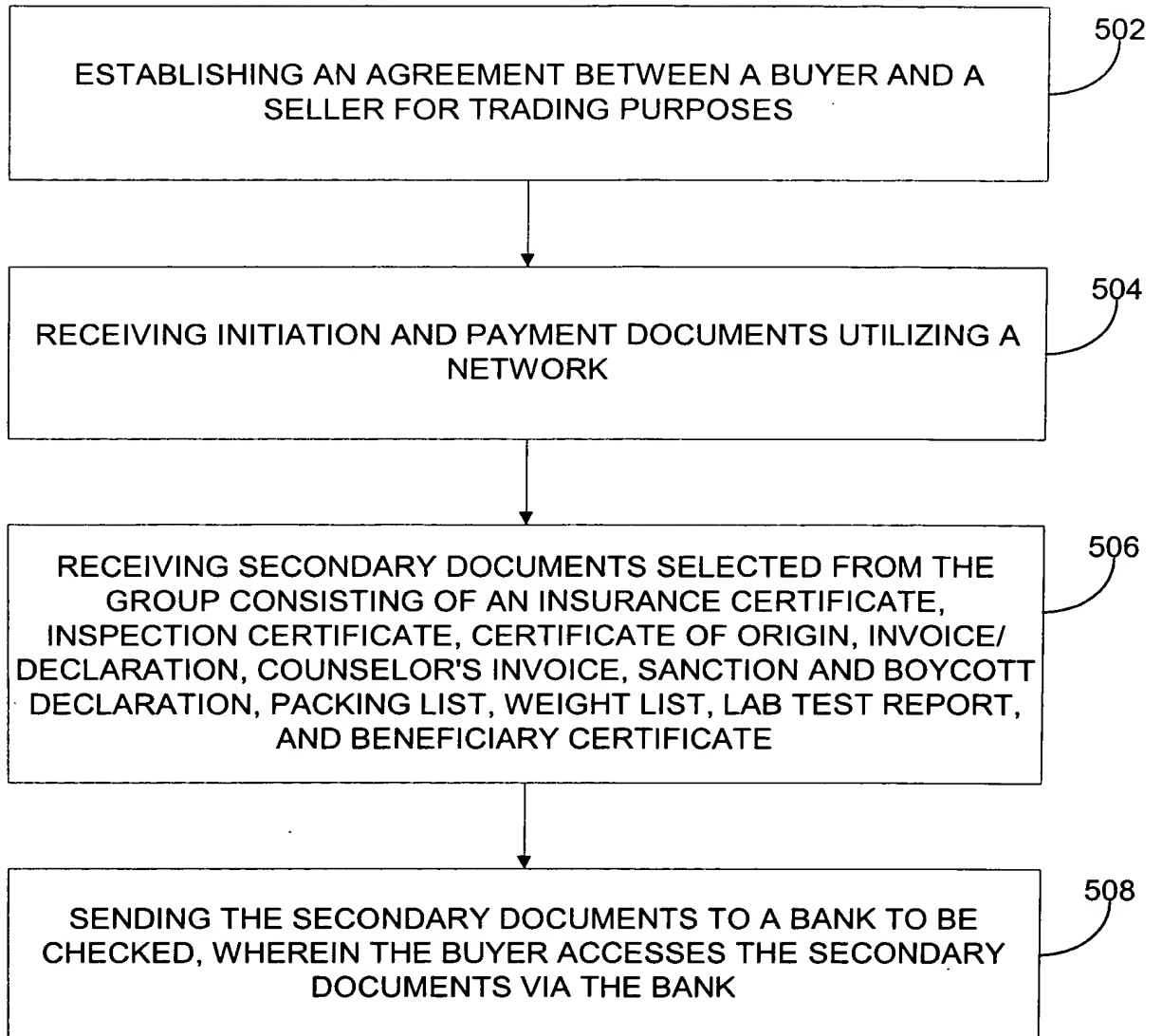


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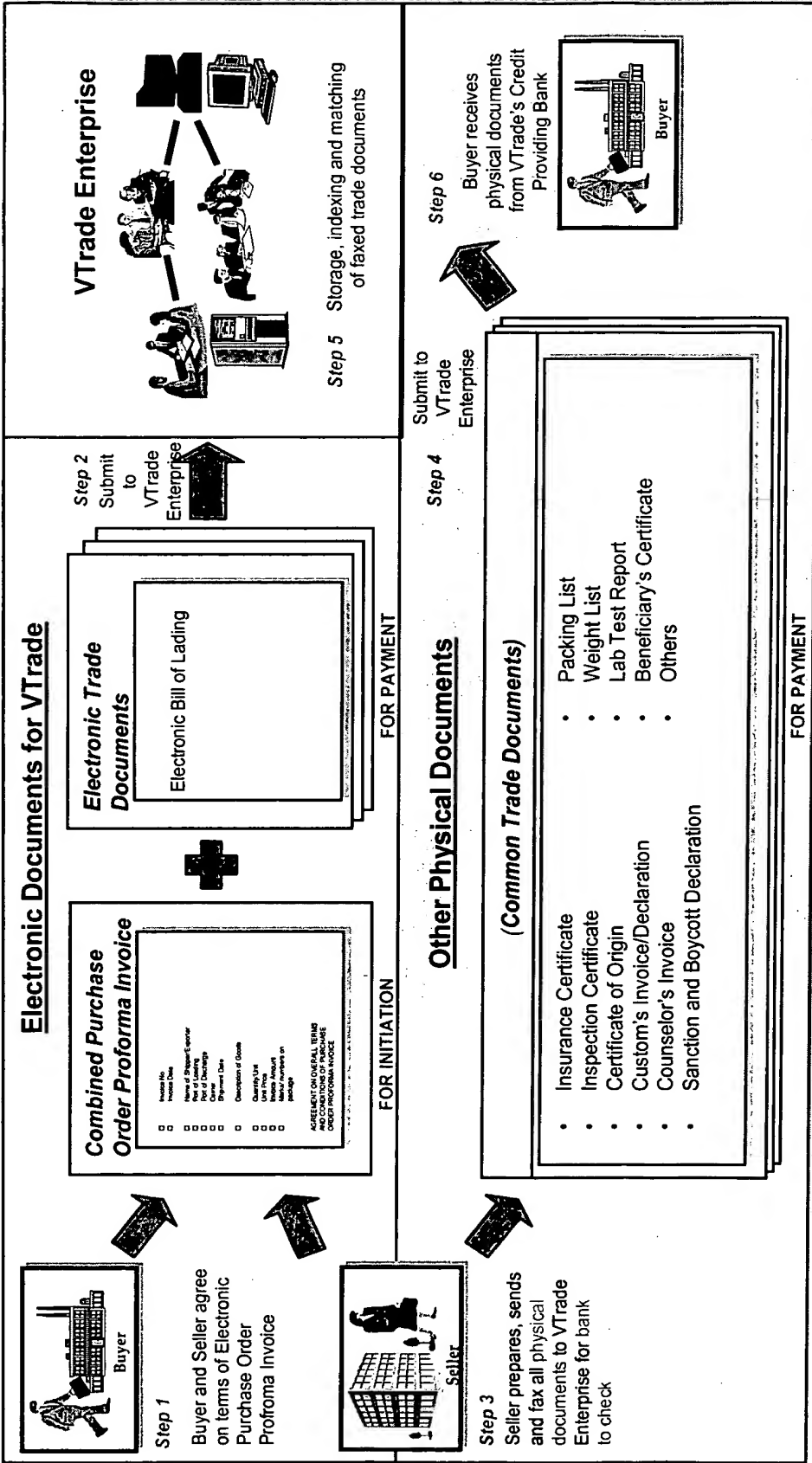


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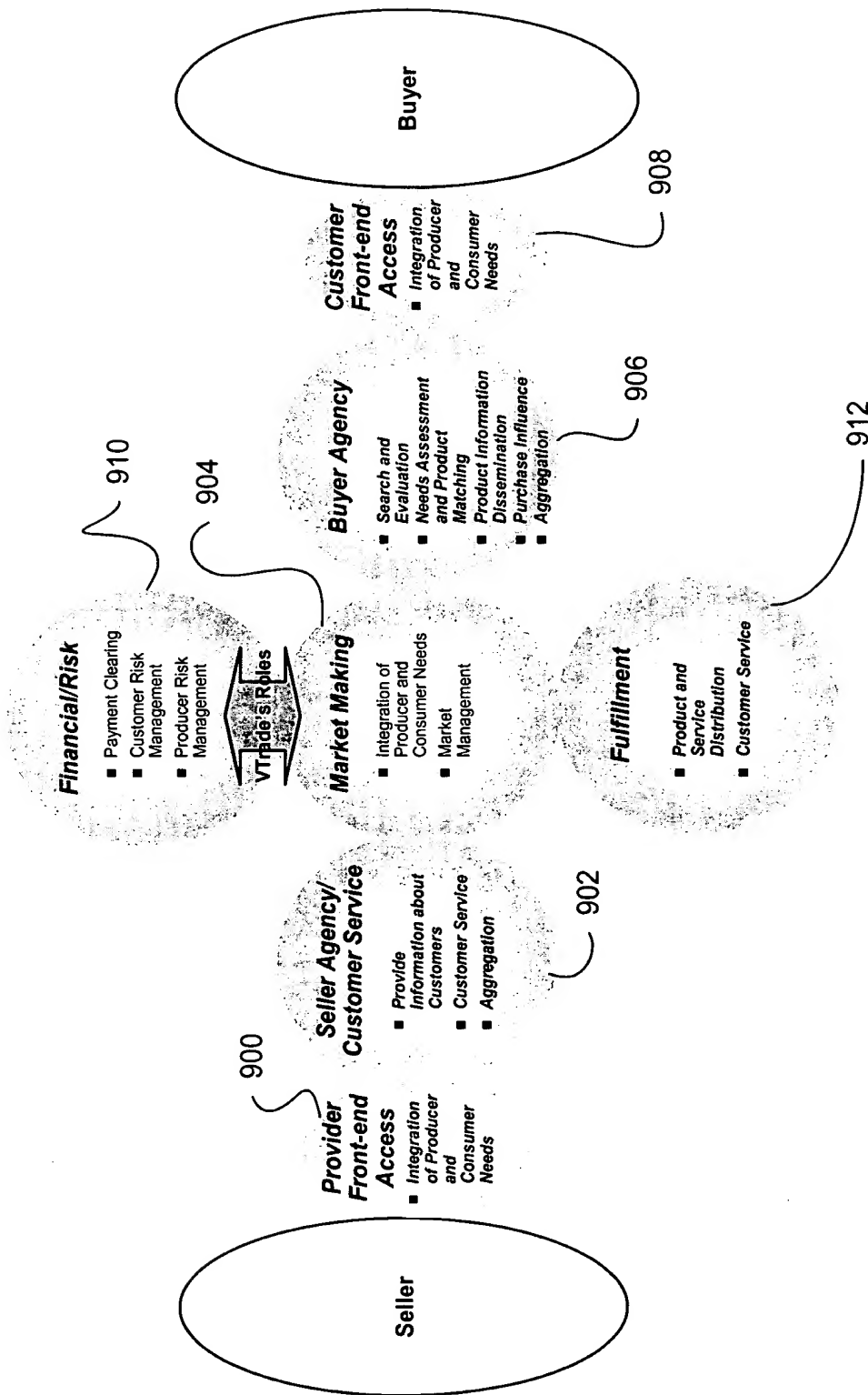


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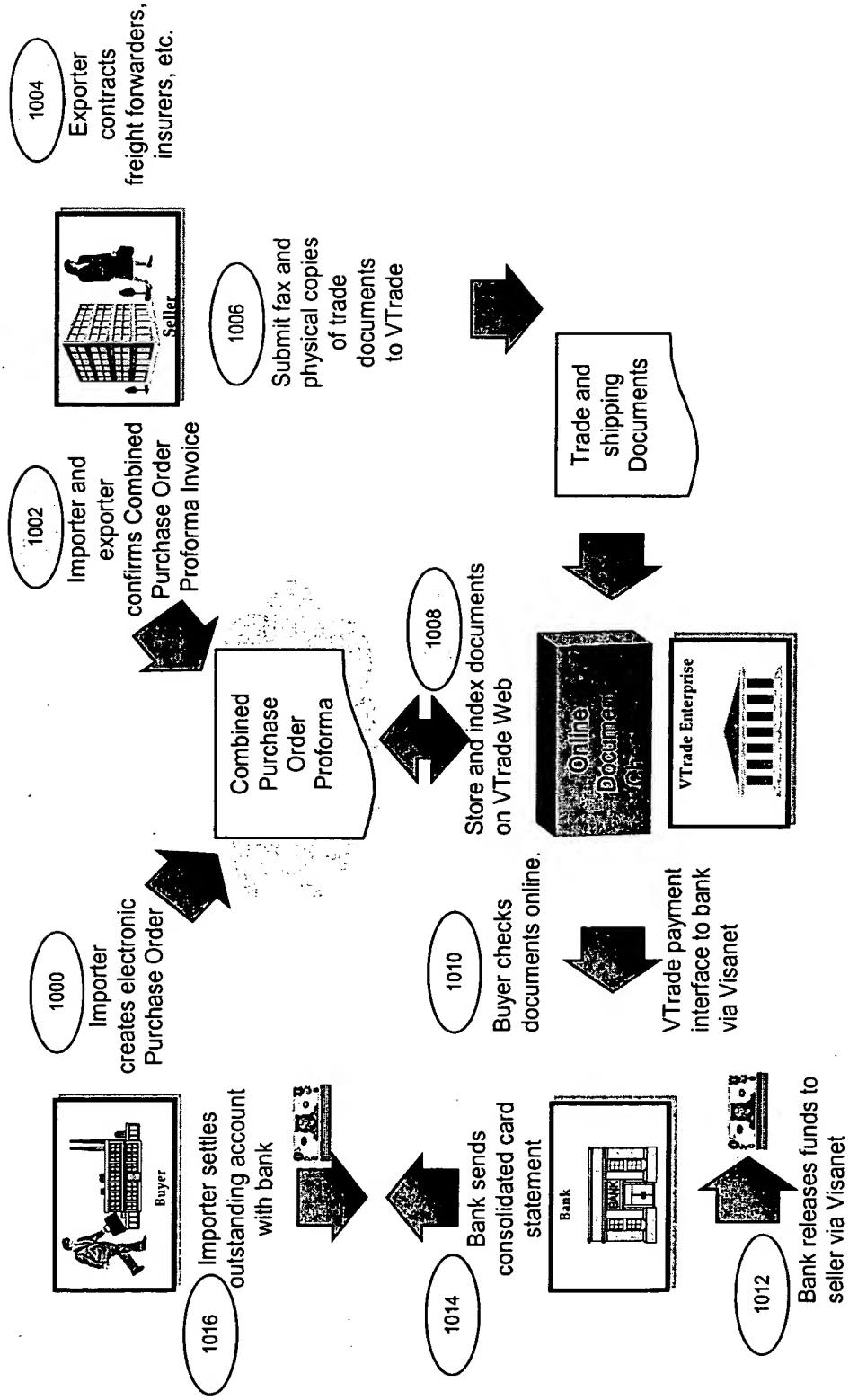


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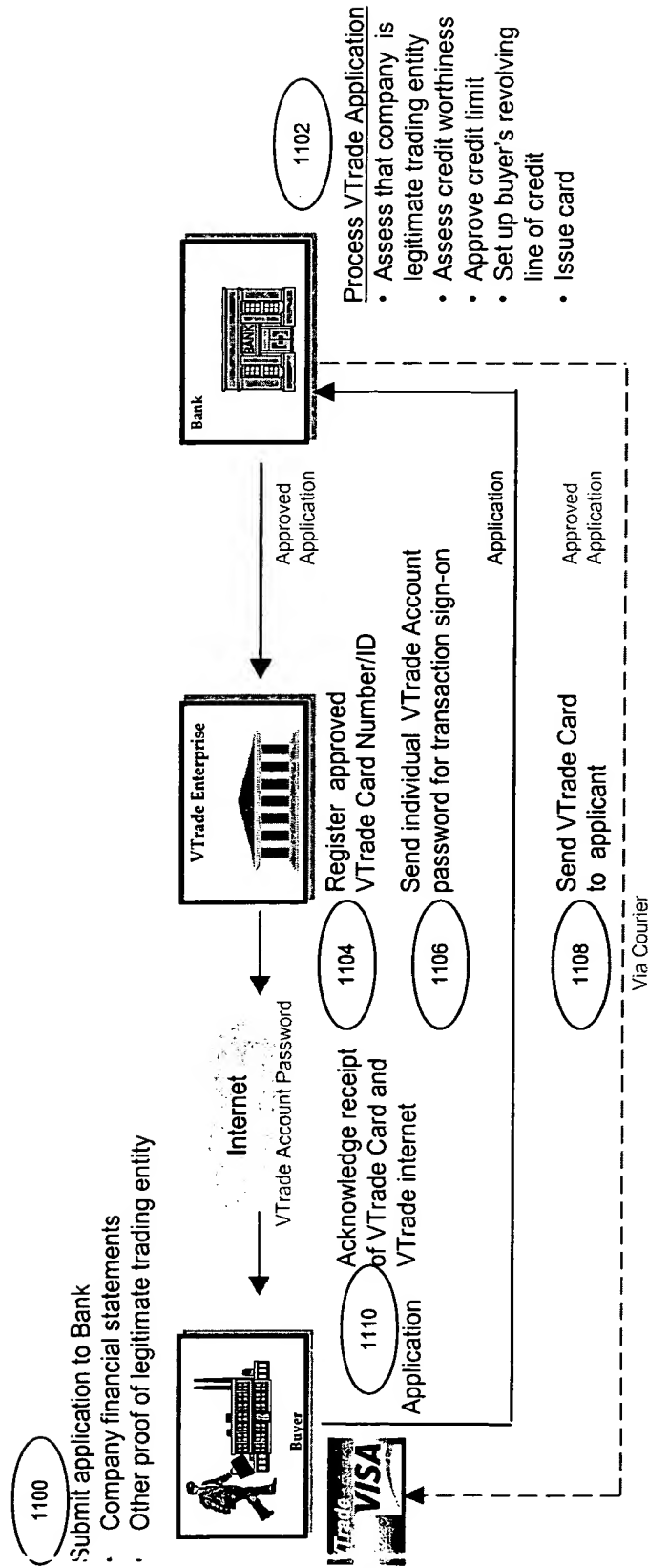


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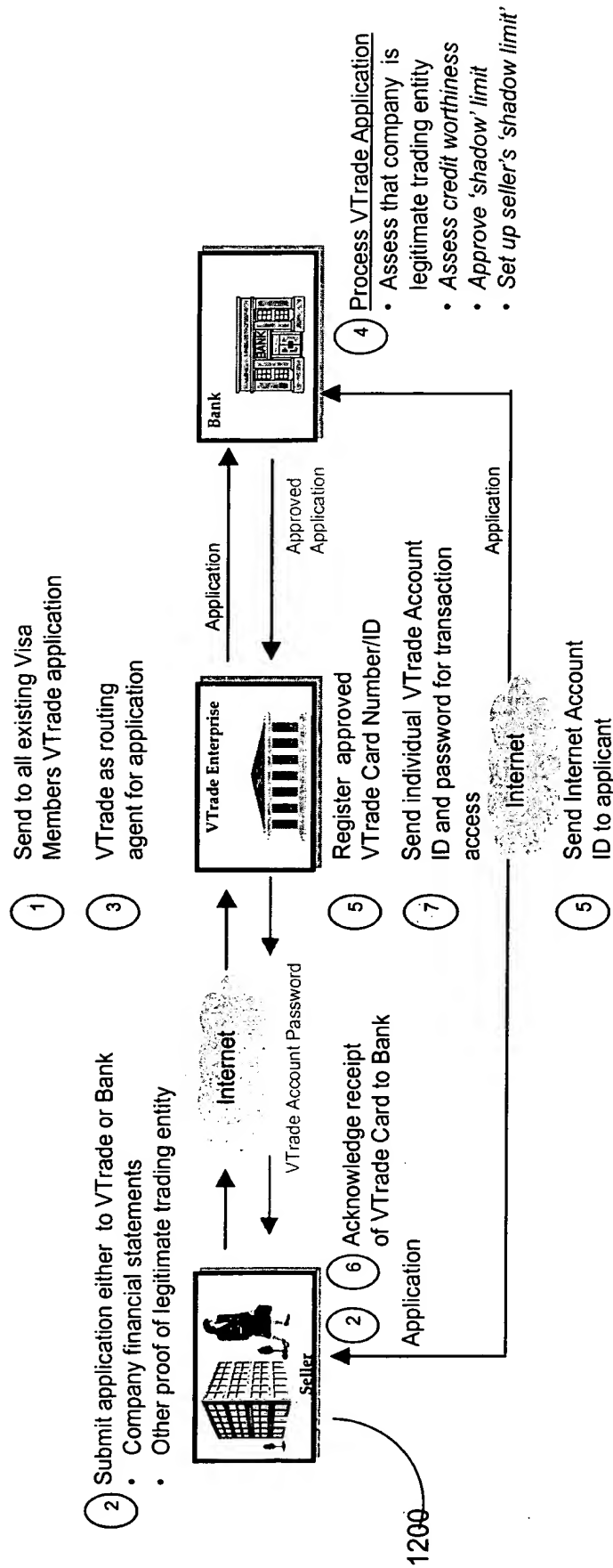


Figure 12

1300

SUBMITTING A FORM TO A PLURALITY OF BUYERS PROVIDING
DETAILS ON PRODUCTS OR SERVICES AVAILABLE FROM A
PLURALITY OF SELLERS IN ORDER TO PROMPT THE SUBMISSION
OF BIDS ON THE PRODUCTS OR SERVICES

1302

RECEIVING THE BIDS FROM THE BUYERS UTILIZING A NETWORK

1304

CATEGORIZING THE BIDS BASED ON A PREDETERMINED
CRITERIA

1306

DISPLAYING THE CATEGORIZED BIDS TO THE SELLERS UTILIZING
THE NETWORK

1308

RECEIVING OFFERS FROM THE SELLERS IN RESPONSE TO THE
BIDS UTILIZING THE NETWORK

1310

DISPLAYING THE OFFERS TO THE BUYERS

1312

CLOSING TRANSACTIONS BETWEEN THE BUYERS AND THE
SELLERS UTILIZING THE NETWORK

1314

Figure 13

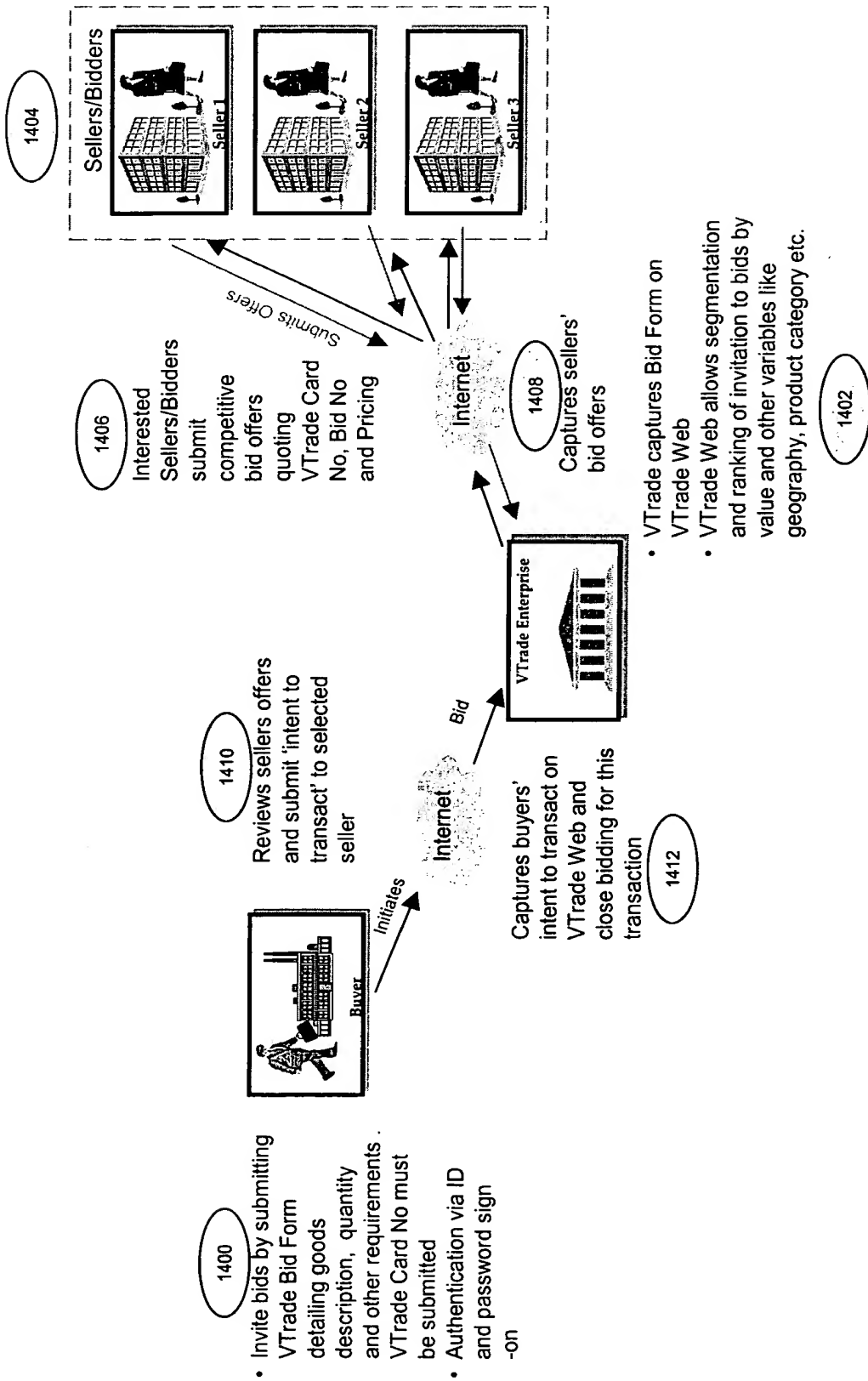


Figure 14

1500

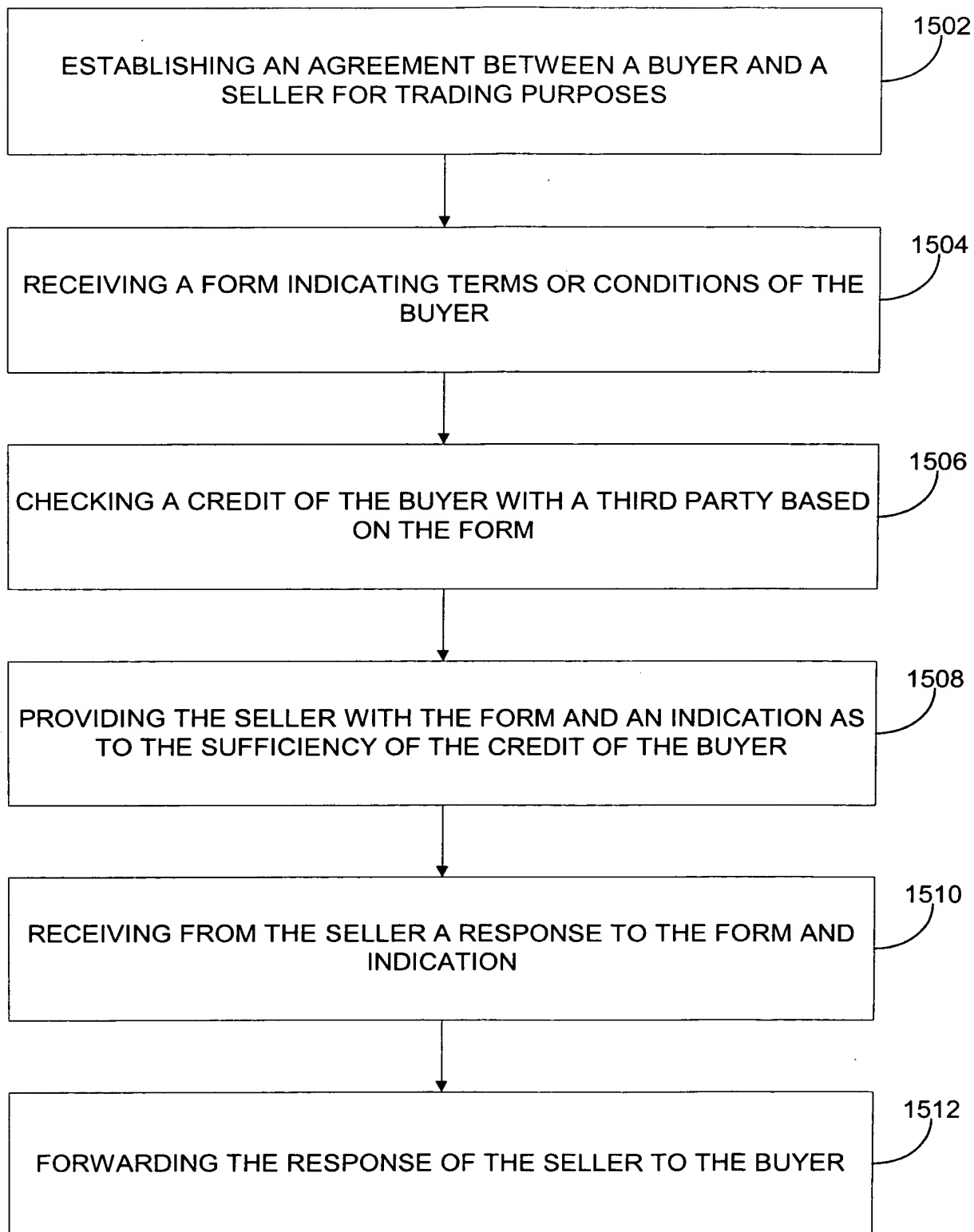


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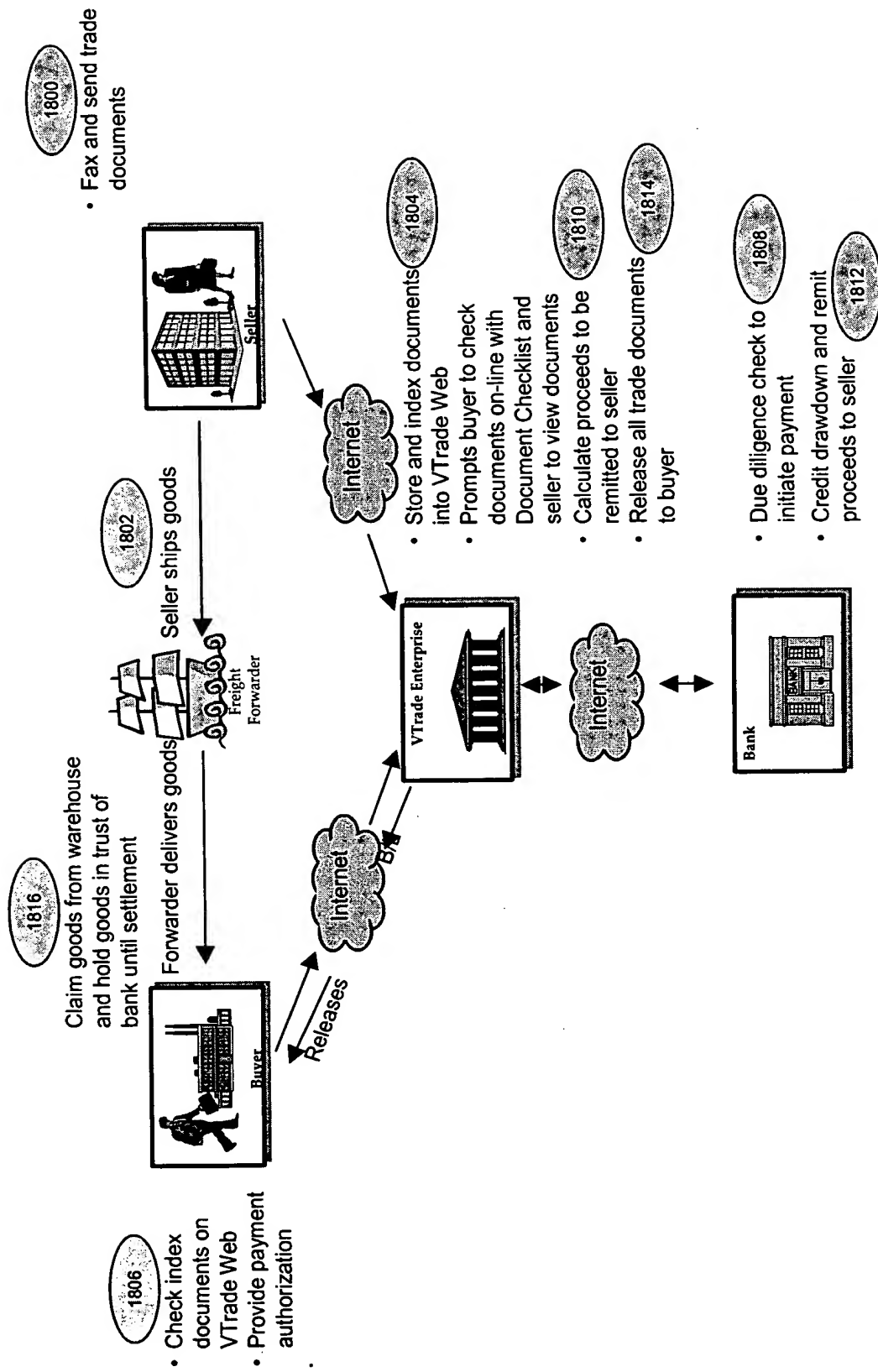


Figure 18

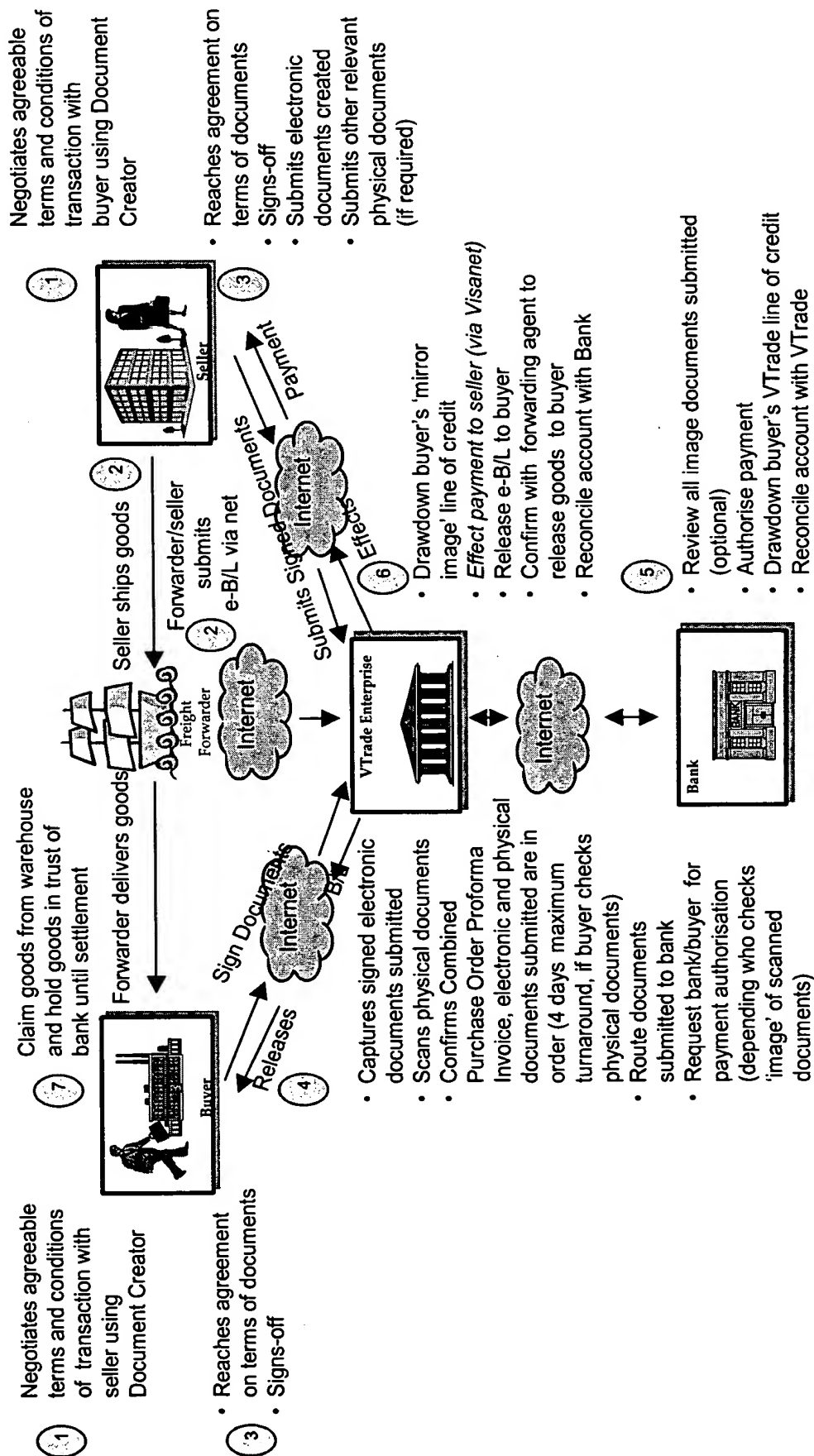


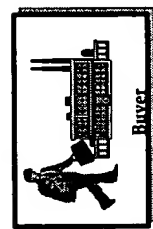
Figure 19

Figure 20

Buyer given XX Days 'free period' to settle

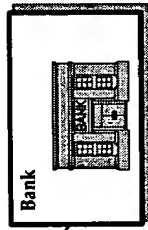
Buyer can opt to :

- 1) Settle minimum balance
- 2) Partial settle
- 3) Settle full balance
- 4) Apply for conventional import loan on payment due date



Consolidated
Card
Statement

1 Sends consolidated
card statement to buyer



3

For option 3), reconcile account
with Bank

4

- For options 1) and 2),
book finance interest against
buyer for unpaid portion
- For option 3), reconcile account
with VTrade enterprise
- For option 4), book import loan
against importer and transfer VTrade
credit line to conventional trade
loan line

5

For option 1, release 'ownership'
of goods to buyer by transferring title
of Bill of Lading to buyer

Figure 21

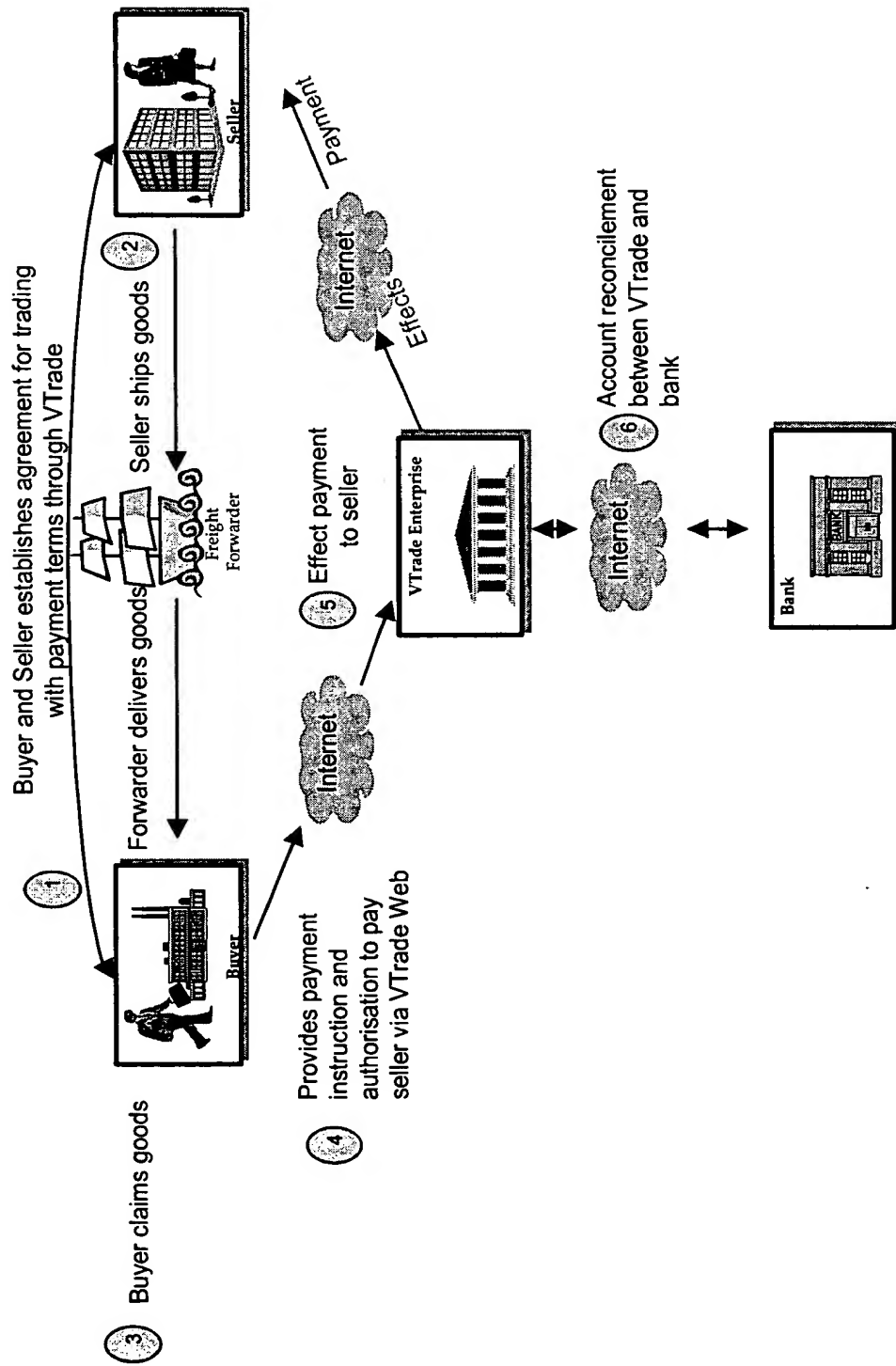


Figure 22

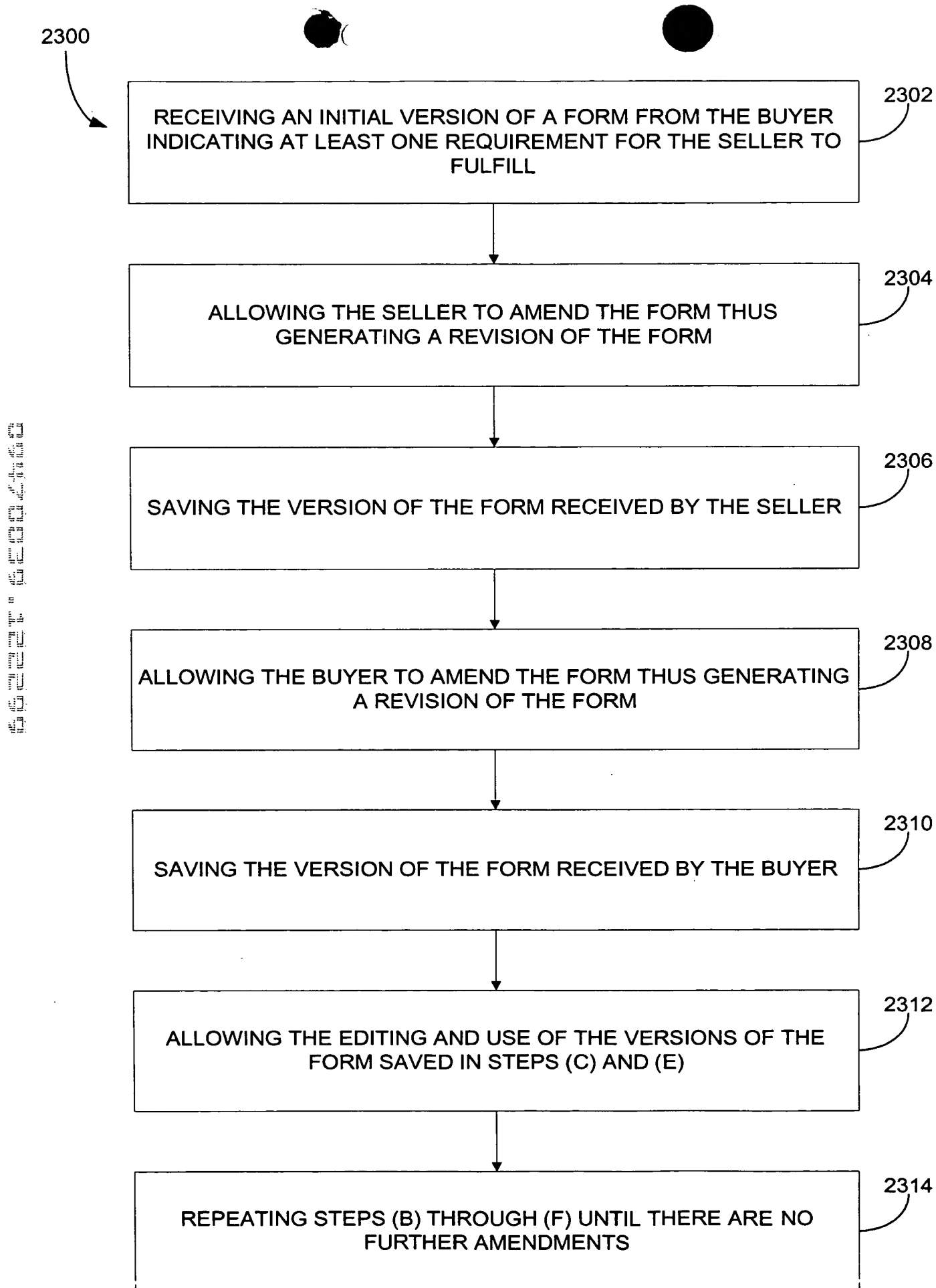


Figure 23

2400

VTrade Purchase Order
Proforma Invoice (POPI)

Transaction Reference & Date : _____
VTrade Account No : _____
Buyer & Buyer's Business e-Mail : _____
Visa Online Seller No : _____
Seller & Seller's Business e-Mail : _____

Buyer and Seller is to agree and sign-off on electronic Purchase Order Proforma Invoice(POPI) before submission to VTrade Enterprise. The agreed POPI becomes part of Buyer and Seller's binding Sales and Purchase Agreement

Buyer's Requirements	Seller's Fulfillment If yes, tick on box. If no, indicate offer
<input type="checkbox"/> Expiry date of Purchase Order Commitment (30 days)	<input type="checkbox"/> If no, _____
<input type="checkbox"/> Goods Description	<input type="checkbox"/> If no, _____
<input type="checkbox"/> Quantity/Unit	<input type="checkbox"/> If no, _____
<input type="checkbox"/> Unit Price	<input type="checkbox"/> If no, _____
<input type="checkbox"/> Invoice Amount	<input type="checkbox"/> If no, _____
<input type="checkbox"/> Terms of Payment (Sight Usance)	<input type="checkbox"/> If no, _____
<input type="checkbox"/> Terms of insurance coverage (FOB/CIF)	<input type="checkbox"/> If no, _____
<input type="checkbox"/> Name of Shipper/Exporter	<input type="checkbox"/> If no, _____
<input type="checkbox"/> Port of Loading	<input type="checkbox"/> If no, _____
<input type="checkbox"/> Port of Discharge	<input type="checkbox"/> If no, _____
<input type="checkbox"/> Carrier	<input type="checkbox"/> If no, _____
<input type="checkbox"/> Latest Shipment Date	<input type="checkbox"/> If no, _____

Currency

Page 1 of 2

Figure 24A

2400

VTrade Purchase Order **Proforma Invoice (POPI)**

Transaction Reference & Date : _____
 VTrade Account No : _____
 Buyer & Buyer's Business e-Mail : _____
 Visa Online Seller No : _____
 Seller & Seller's Business e-Mail : _____

Buyer and Seller is to agree and sign-off on electronic Purchase Order Proforma Invoice(POPI) before submission to VTrade Enterprise. The agreed POPI becomes part of Buyer and Seller's binding Sales and Purchase Agreement

Buyer's Requirements	Seller's Fulfillment
<input type="checkbox"/> Documents required Commercial Invoice Inspection Certificate Packing List Insurance Certificate Certificate of Origin Counselor's Invoice Others (Please Indicate)	<div>2402</div> <div>2404</div> <div>In Progress Submit</div> <div>Final Submit</div>
AGREEMENT ON OVERALL TERMS AND CONDITIONS OF PURCHASE ORDER PROFORMA INVOICE	
<div>Back</div>	<div>Forward</div> <div>Page 2 of 2</div>

Figure 24B

2500

VTrade Combined Purchase Order **Proforma Invoice**

Transaction Reference & Date : _____
 VTrade Account No : _____
 Buyer Name : _____
 Visa Online Merchant No : _____
 Merchant/Seller Name : _____

Buyer and Seller is to agree and sign-off on Combined Purchase Order Proforma Invoice before submission to VTrade Enterprise. This form also becomes part of Buyer and Seller's sales and purchase contract

	Buyer's Requirements	Seller's Fulfillment
<input type="checkbox"/> Expiry date of Purchase Order Commitment		
<input type="checkbox"/> Goods Description		
<input type="checkbox"/> Quantity/Unit		
<input type="checkbox"/> Unit Price		
<input type="checkbox"/> Invoice Amount		
<input type="checkbox"/> Terms of Payment		
<input type="checkbox"/> Terms of insurance coverage (FOB/CIF)		
<input type="checkbox"/> Name of Shipper/Exporter		
<input type="checkbox"/> Port of Loading		
<input type="checkbox"/> Port of Discharge		
<input type="checkbox"/> Carrier		
<input type="checkbox"/> Shipment Date		
<input type="checkbox"/> Documents required Inspection Certificate etc.		
AGREEMENT ON OVERALL TERMS AND CONDITIONS OF PURCHASE ORDER PROFORMA INVOICE		
	0	0

Figure 25

2600

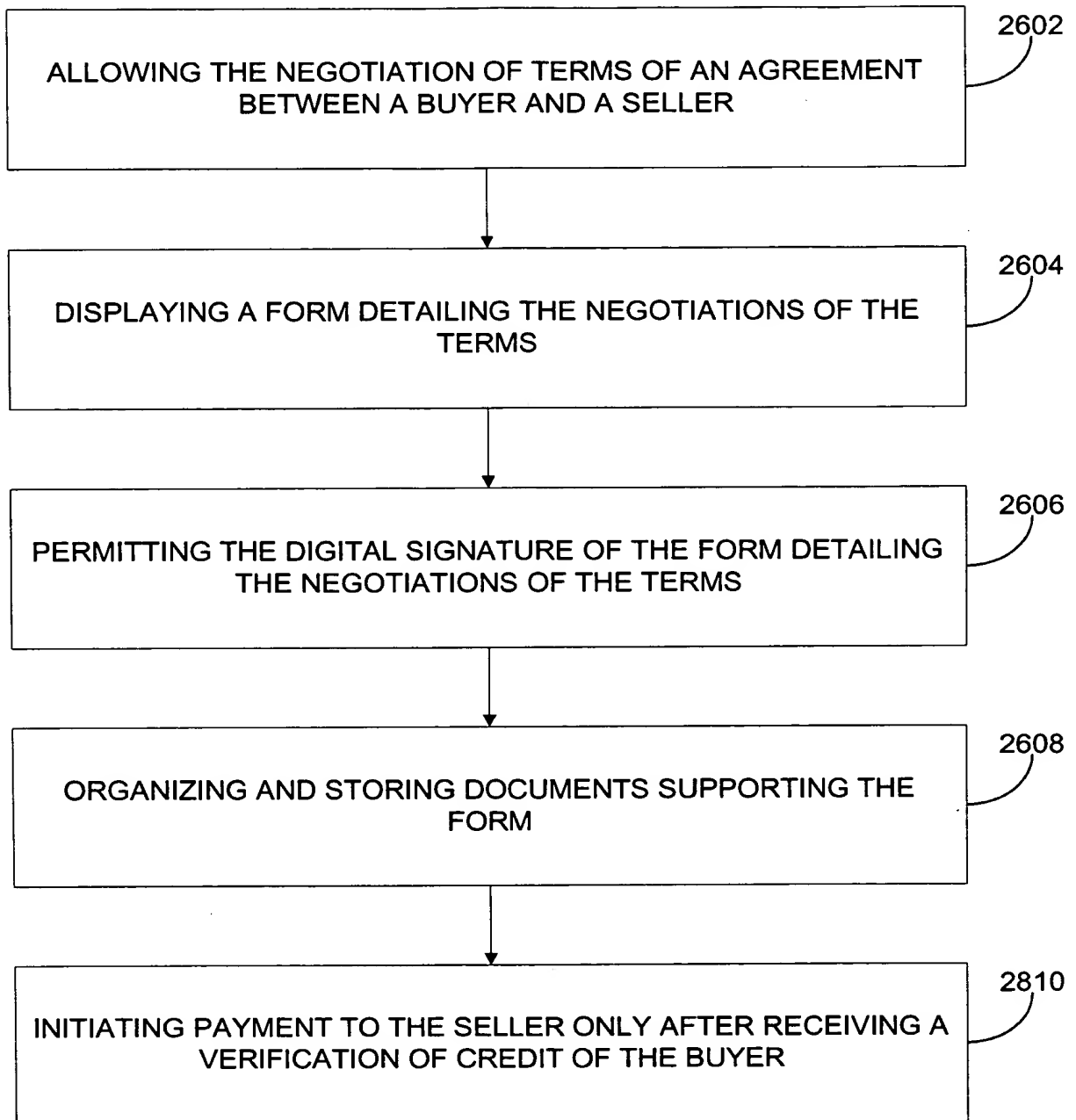


Figure 26

VTrade Electronic Document Checklist **(Main Menu Page)**

Transaction Reference & Date : _____
 VTrade Account No : _____
 Buyer Name : _____
 Visa Online Merchant No : _____
 Merchant/Seller Name : _____

Buyer and Seller is to agree on terms of each documents, sign-off next to related documents, and sign-off on Overall Terms of Document Creator before submitting to VTrade Enterprise for processing

Pressing on document icon will bring user to stored document page

VTrade Electronic Submissions

- ☒ Bill of Lading/Airwaybill/Truck BL
- ☐ Commercial Invoice
- ☐ Insurance Note/Certificate
- ☐ Packing/Weight List
- ☐ Others (Please Specify) _____

**Buyer's
Signature**

**Seller's
Signature**

0
0
0
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0

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0
0

Vtrade Hardcopy Submissions

- ☐ Commercial Invoice
- ☐ Certificate of Origin
- ☐ Custom's Declaration
- ☐ Counselor's Invoice
- ☐ Sanctions/Boycott Declarations
- ☐ Insurance Certificate
- ☐ Packing/Weight List
- ☐ Inspection Certificate
- ☐ Lab Test Report
- ☐ Beneficiary's Certificate
- ☐ Others (Please Specify) _____

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AGREEMENT ON OVERALL TERMS
AND CONDITIONS OF DOCUMENT CREATOR

0

0

Figure 27

2800

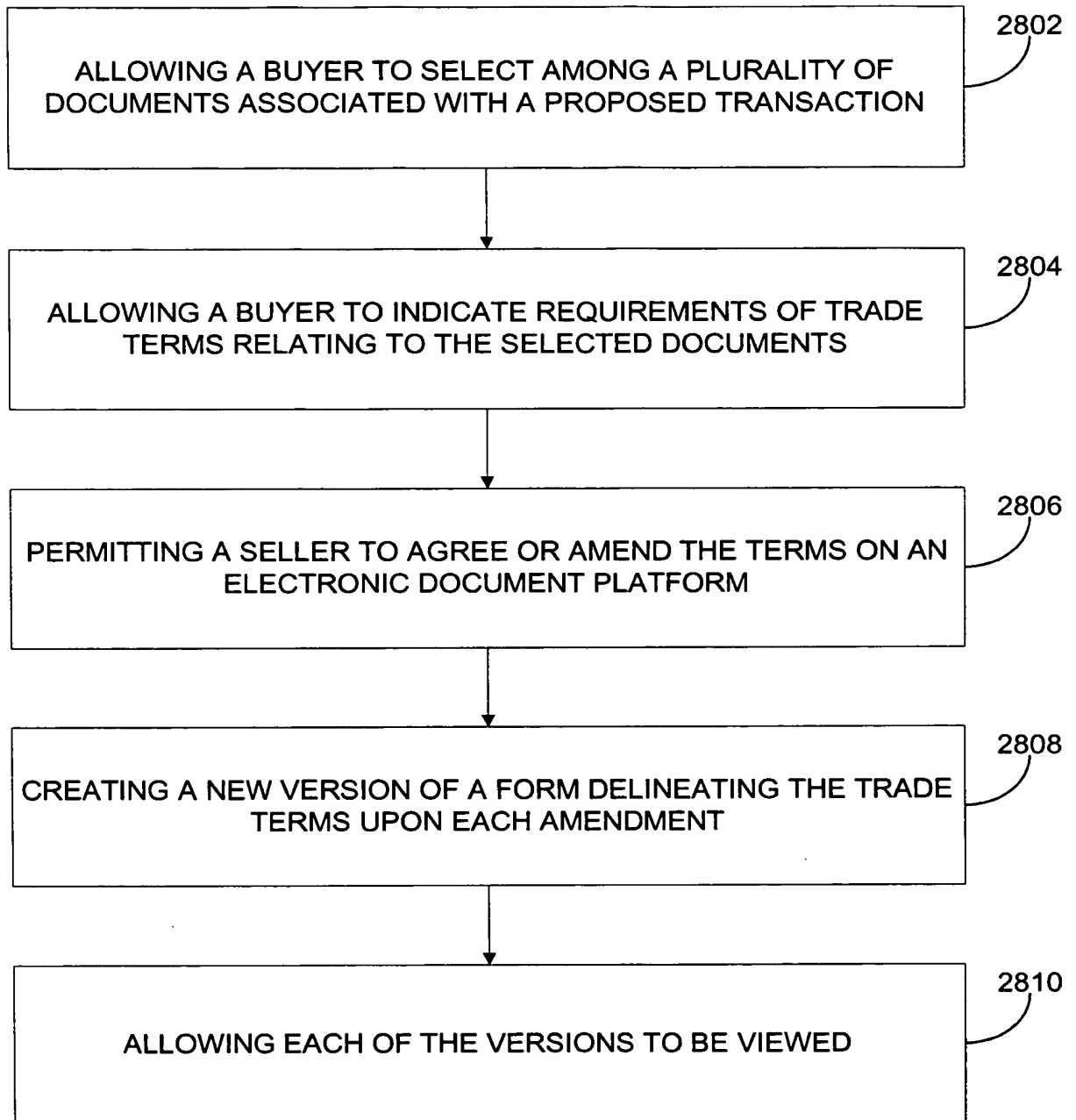


Figure 28

VTrade Electronic Document Creator **(Document Page)**

Transaction Reference & Date : _____
 VTrade Card/Account No : _____
 Buyer Name : _____
 Visa Online Merchant No : _____
 Seller Name : _____
 Document Type : Bill Of Lading

*Importer and Exporter is to negotiate and agree on terms of documents before signing
 -off on respective documents on Document Creator Main Menu*

	Buyer's Requirements	Seller's Fulfillment
<input type="checkbox"/> Name of Shipper		
<input type="checkbox"/> Consigned to		
<input type="checkbox"/> Name of Vessel		
<input type="checkbox"/> Port of Loading		
<input type="checkbox"/> Port of Discharge		
<input type="checkbox"/> Place of Delivery		
<input type="checkbox"/> On Board Date		
<input type="checkbox"/> Clean On Board		
<input type="checkbox"/> Shipping Marks		
<input type="checkbox"/> No. of Packages		
<input type="checkbox"/> Description of Goods		
<input type="checkbox"/> Gross Weight		
<input type="checkbox"/> Measurements		
<input type="checkbox"/> Freight Charges		
<input type="checkbox"/> Prepaid		
<input type="checkbox"/> Collect		
ISSUER/MASTER/ CARRIER'S SIGNATURE	0	Date Signed

Figure 29

3000

VTrade Document Checklist

Transaction Reference & Date : _____
 VTrade Account No : _____
 Buyer Name : _____
 Visa Online Merchant No : _____
 Merchant/Seller Name : _____

Buyer and Seller is to agree on terms of each documents, sign-off on checklist after negotiation and finalization on VTrade Web

3004

VTrade Documents

Pressing on document icon will bring user to stored document page

- ☒ Bill of Lading/Airwaybill/Truck BL
- ☐ Commerical Invoice
- ☐ Insurance Note/Certificate
- ☐ Packing/Weight List
- ☐ Commercial Invoice
- ☐ Certificate of Origin
- ☐ Custom's Declaration
- ☐ Counselor's Invoice
- ☐ Sanctions/Boycott Declarations
- ☐ Lab Test Report
- ☐ Beneficiary's Certificate
- ☐ Others (Please Specify)
- ☐ Others Discrepancies

**Discrepancies
Noted**

Buyer's Signature

0

Forward to Bank for
Due Diligence

Payment Authorization
to VTrade

Page 1 of 1

Figure 30

Figure 31

3100

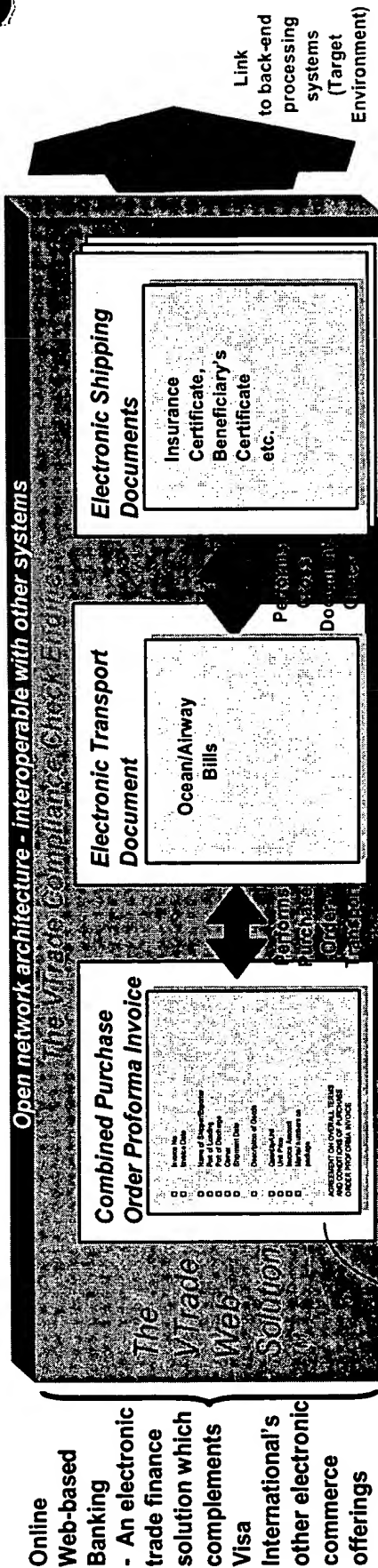


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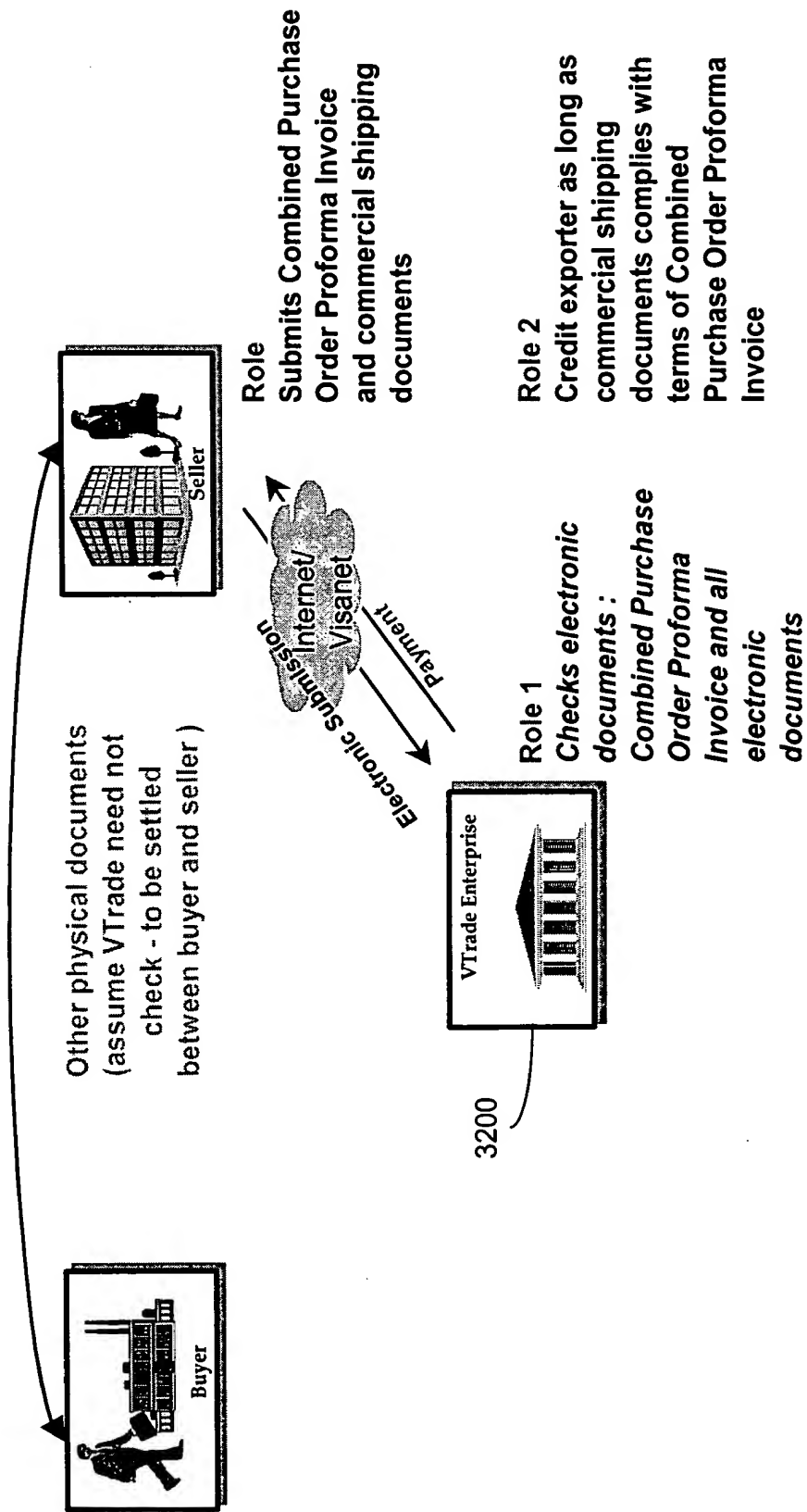


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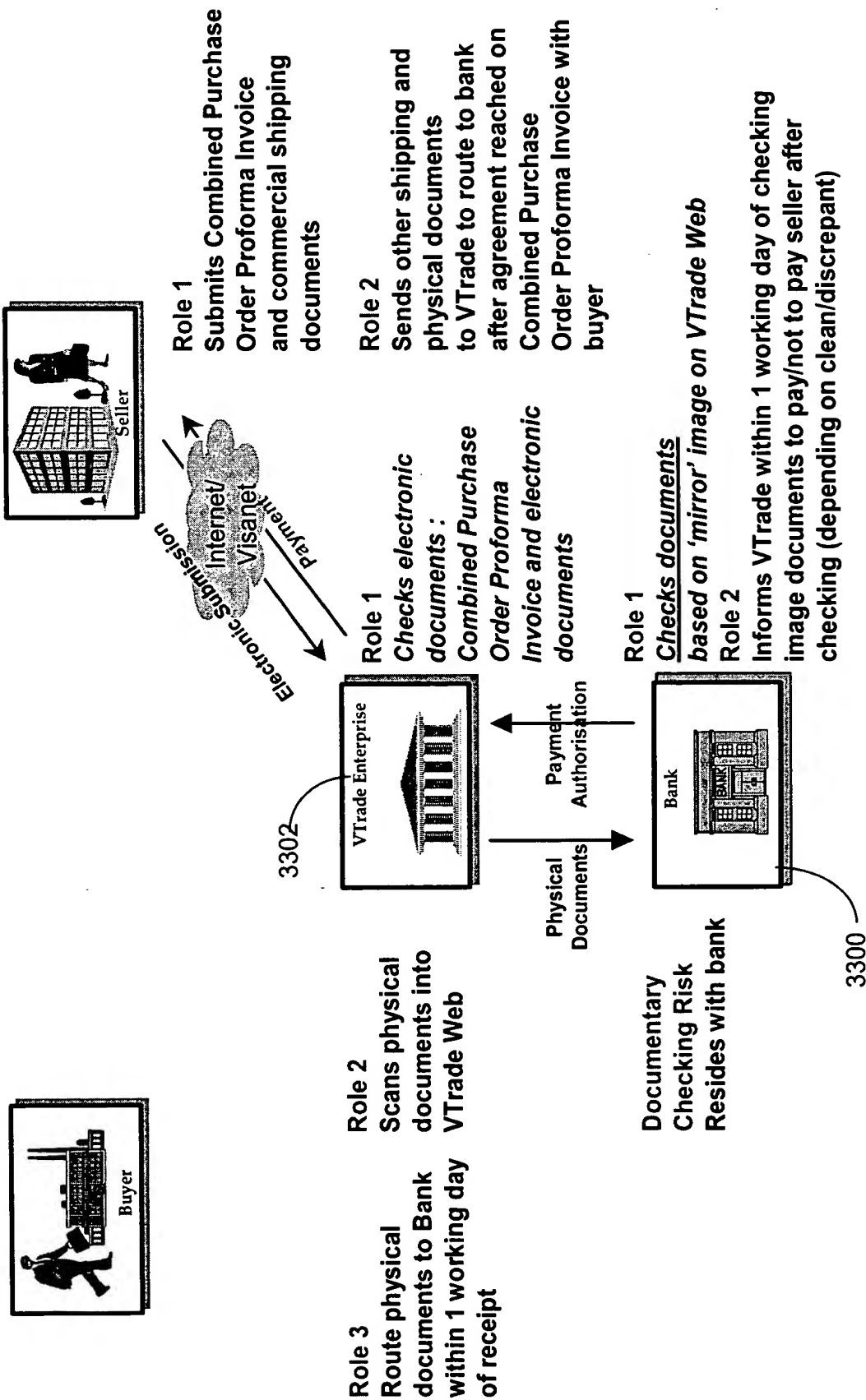


Figure 33

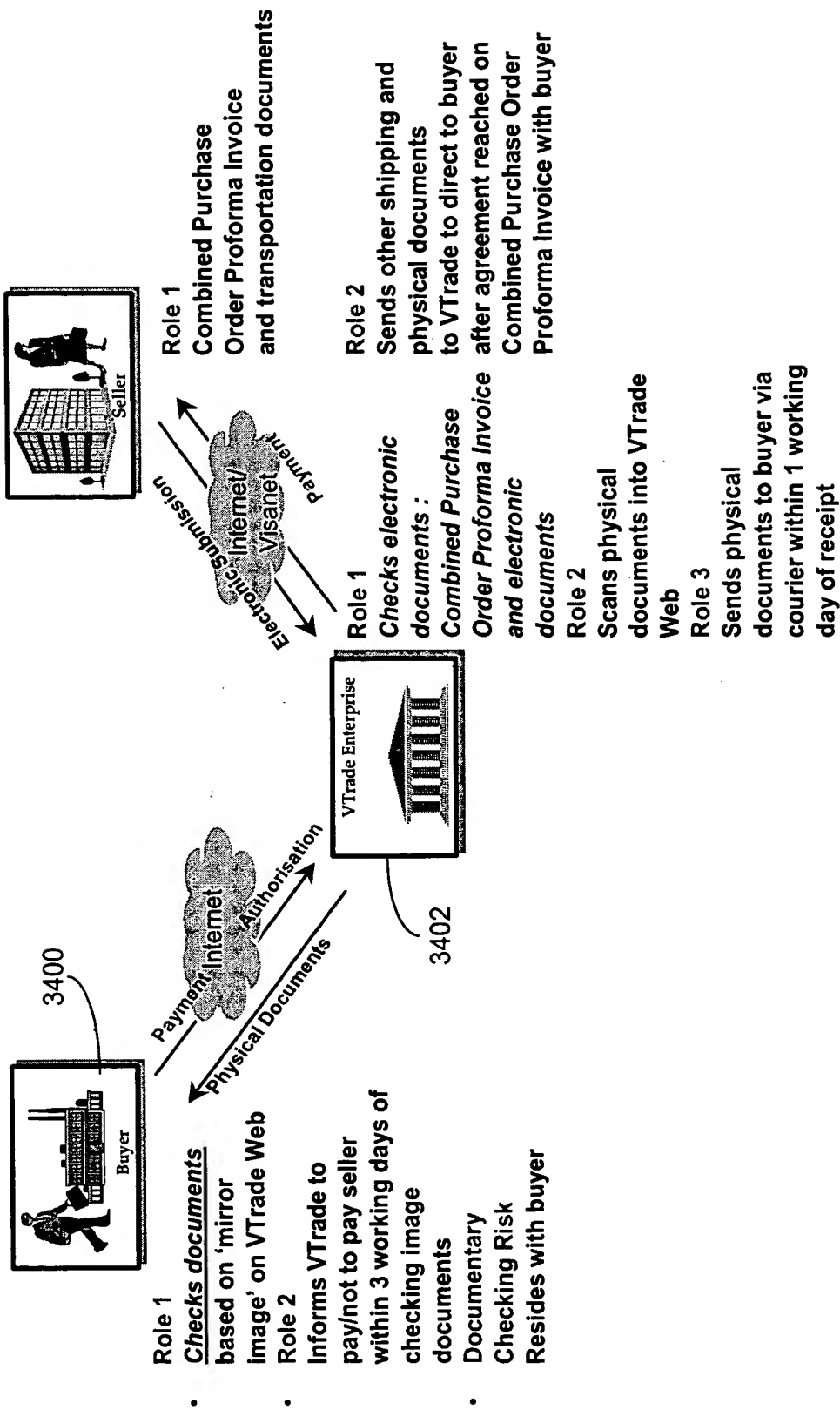


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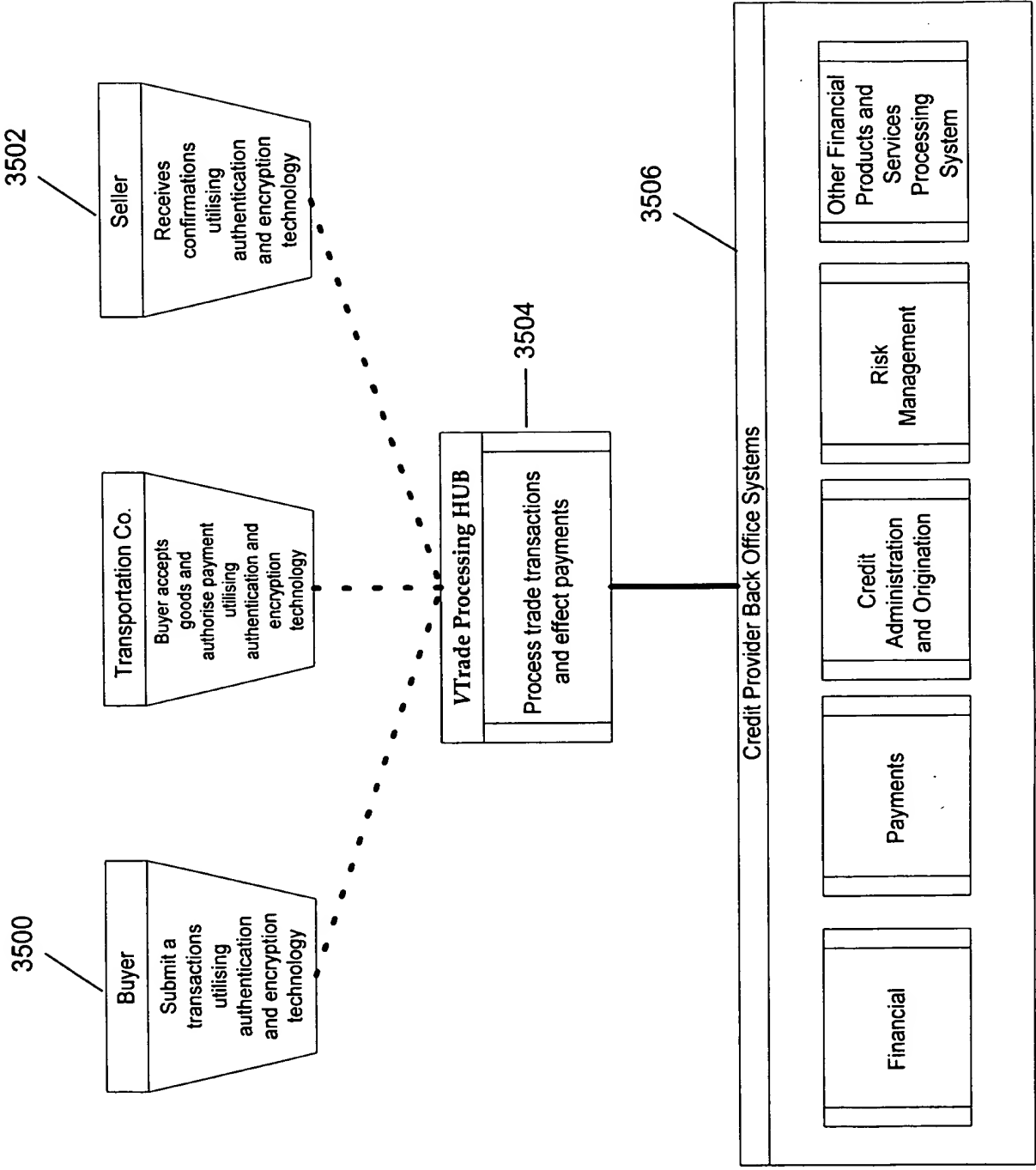


Figure 35

3602

3604

3600

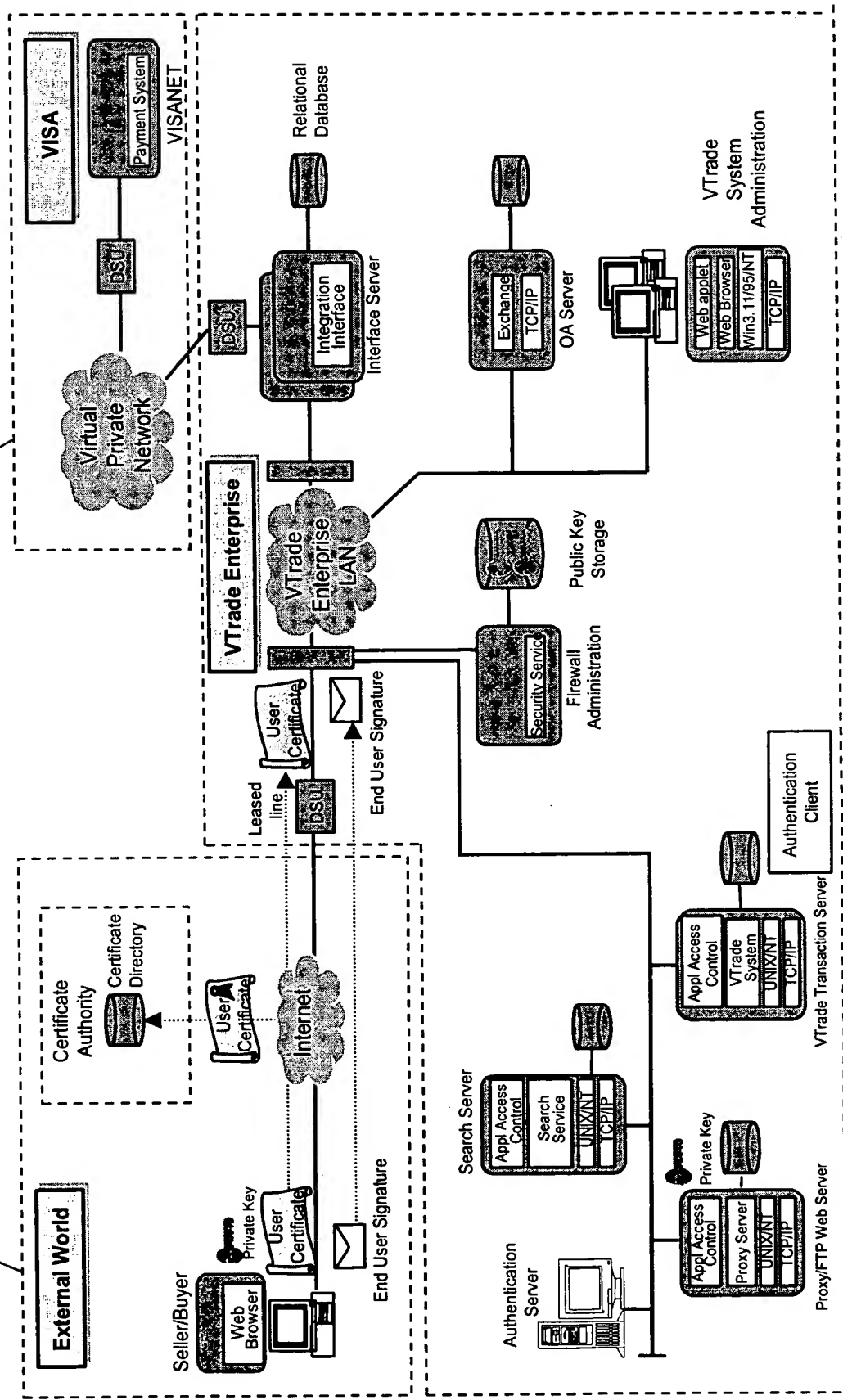


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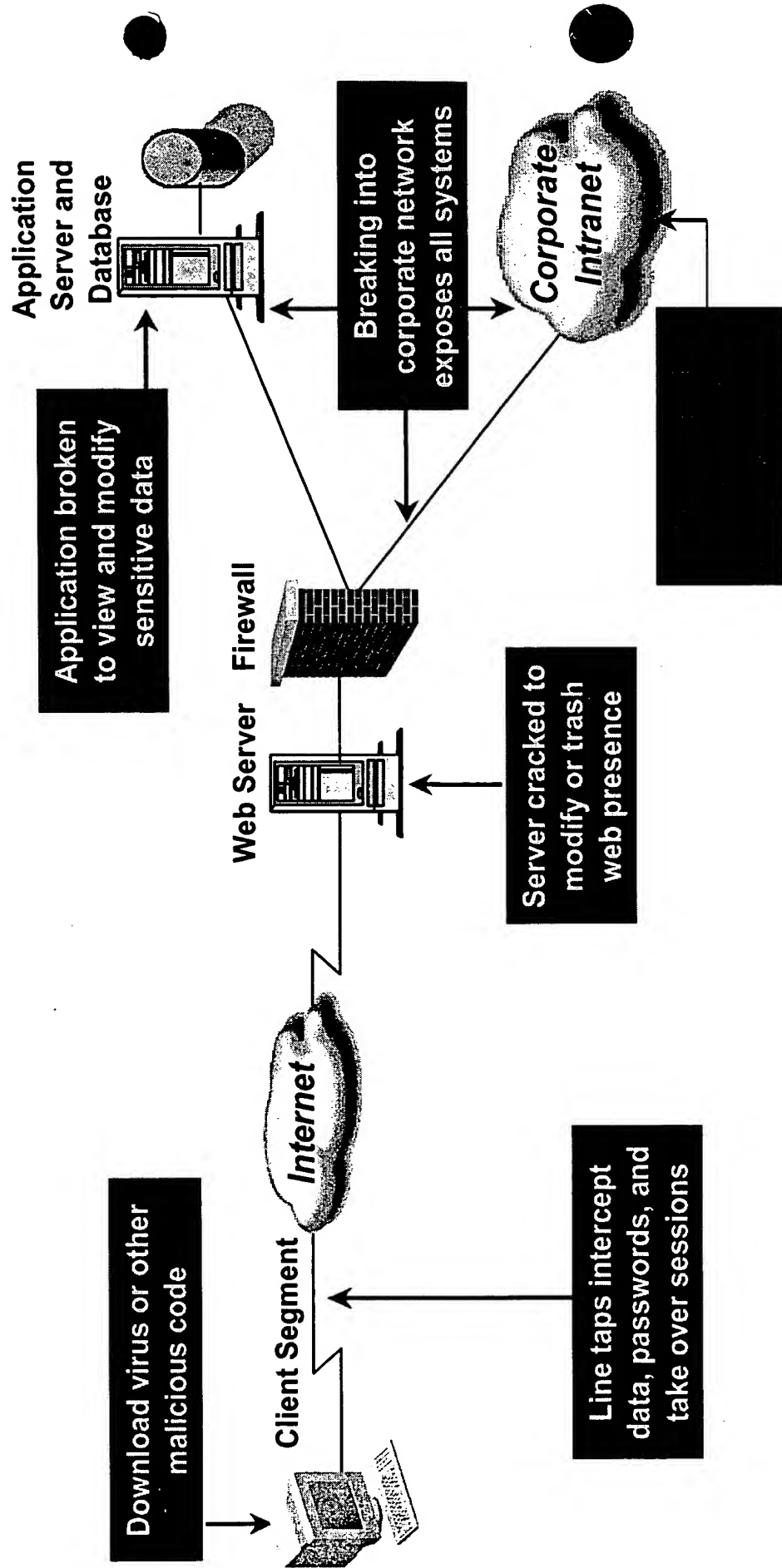


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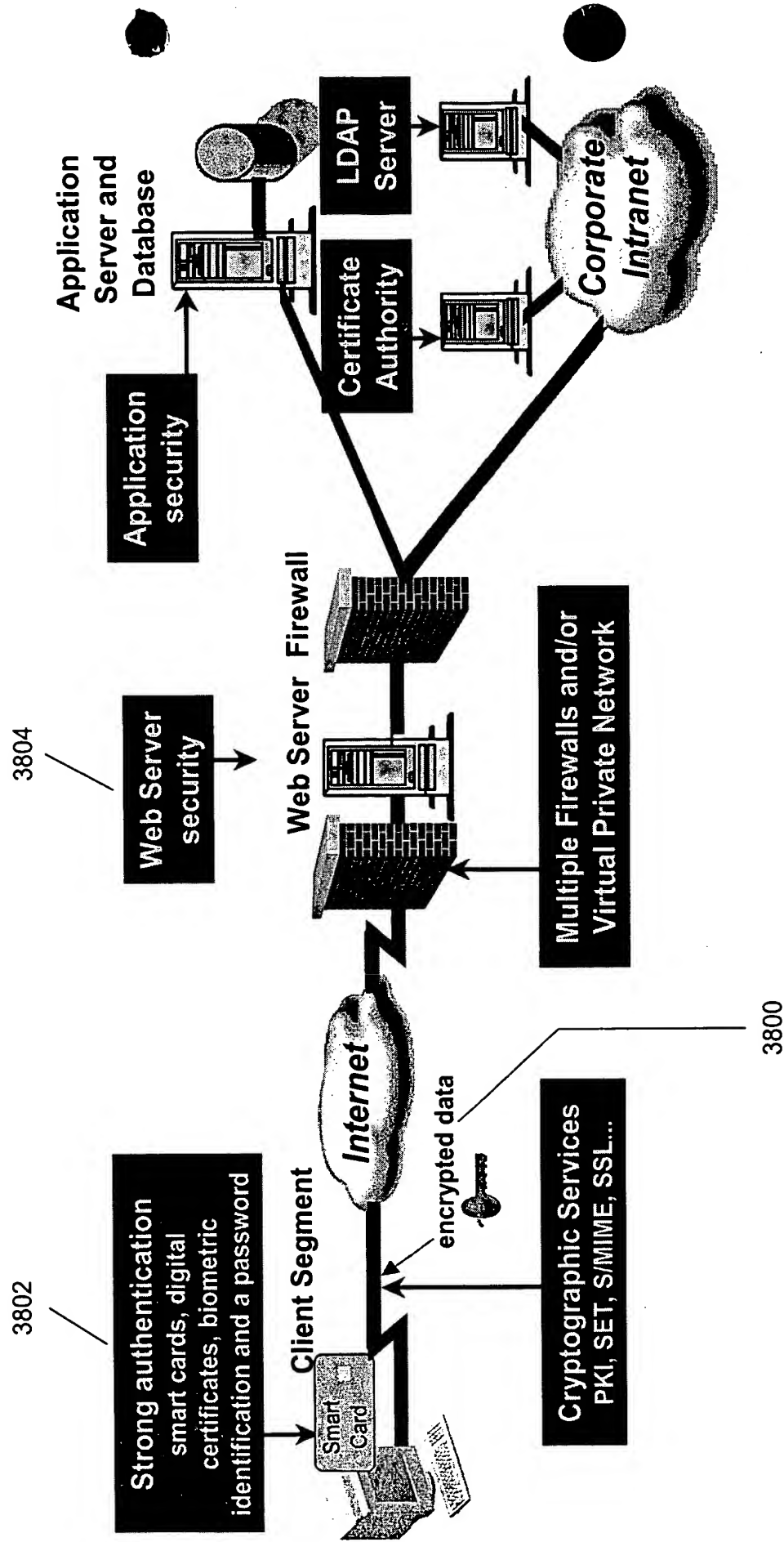


Figure 38

3900	SECURITY PRINCIPLES			
	Identification	Authentication Services	Cryptography Services	Certification Services
	Authentication	Yes		Yes
	Authorization	Yes		Yes
	Privacy	Yes	Yes	Yes
	Integrity		Yes	Yes
	Non-Repudiation			Yes

Figure 39

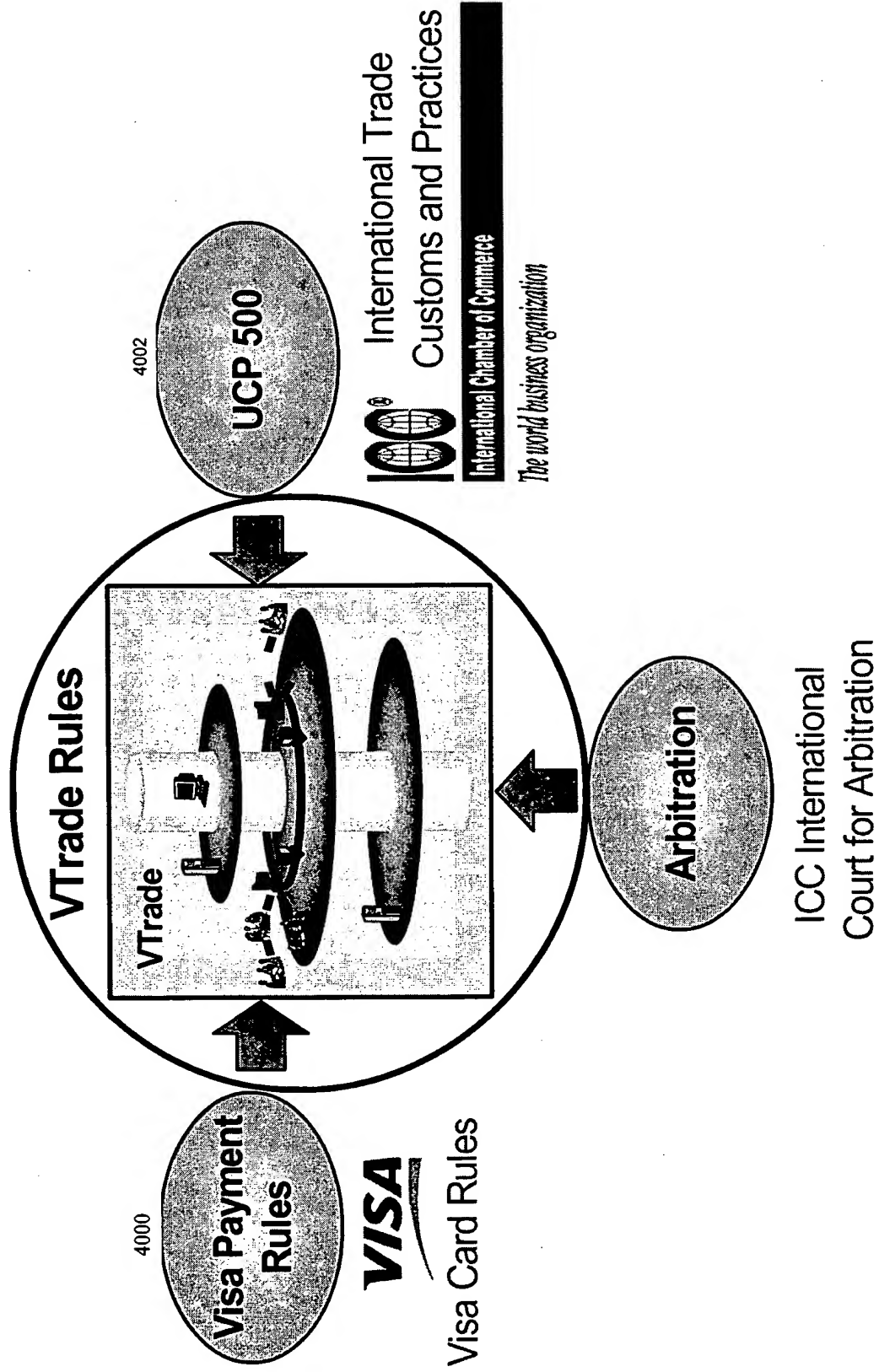


Figure 40

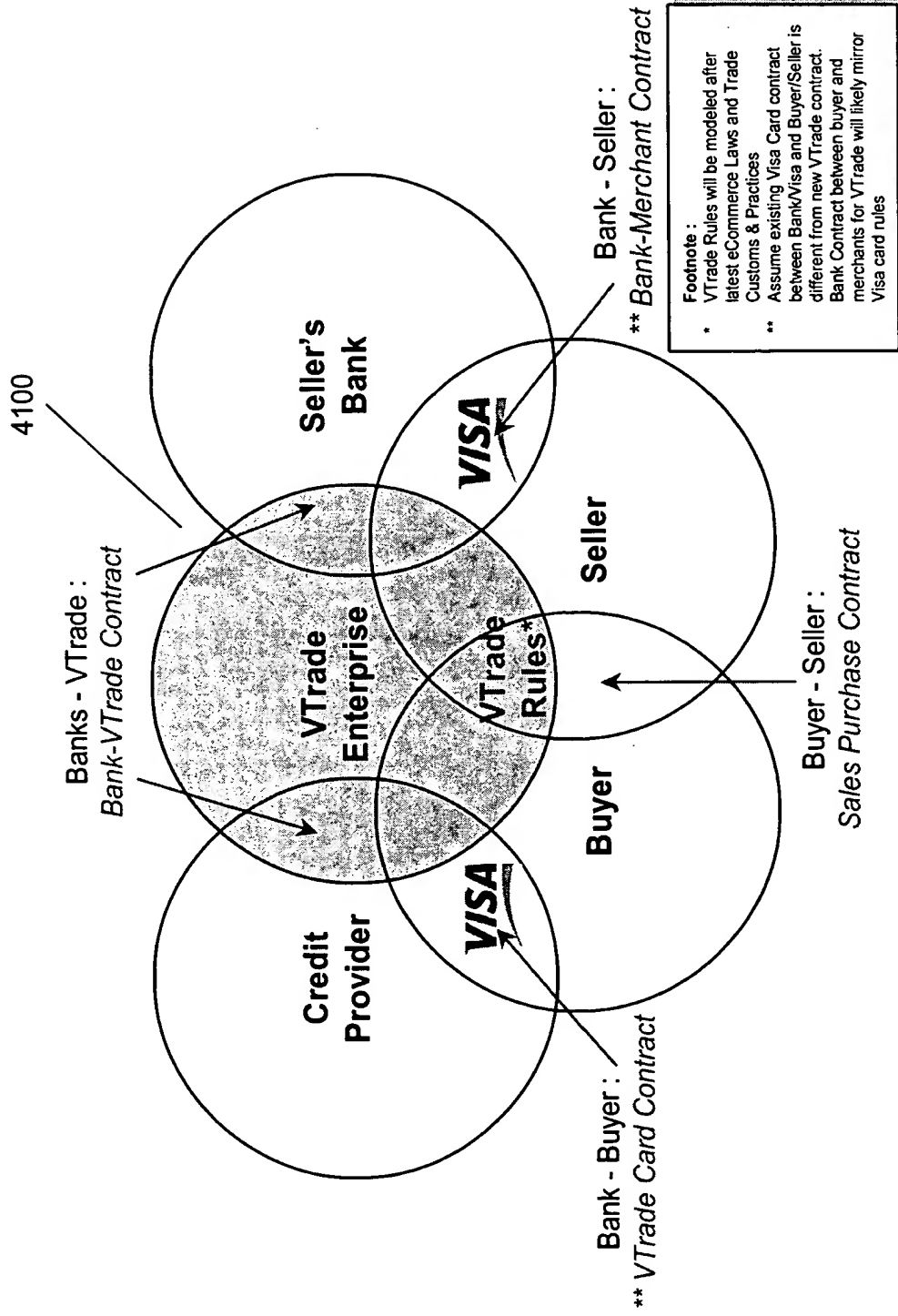


Figure 41

4202

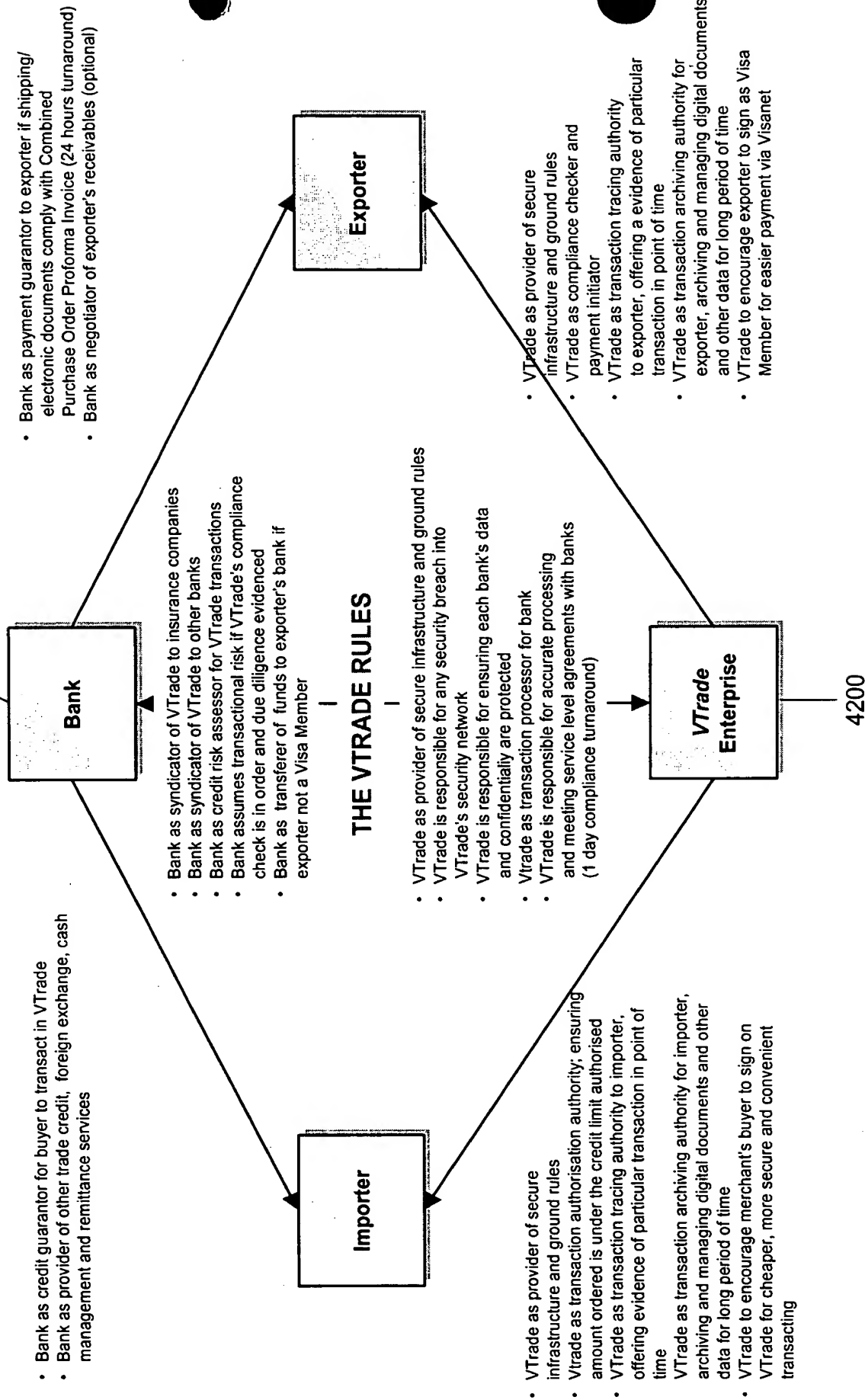


Figure 42

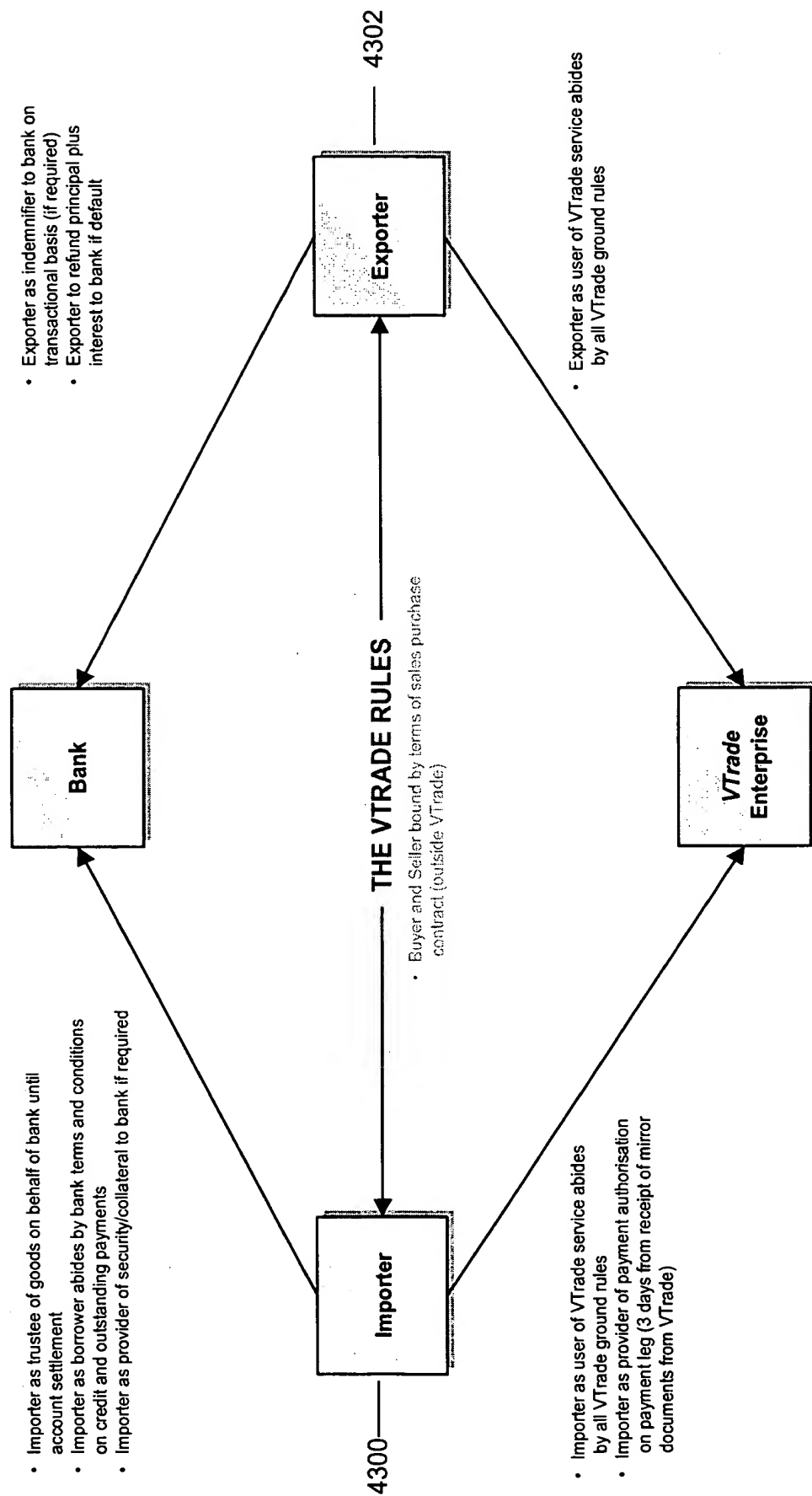
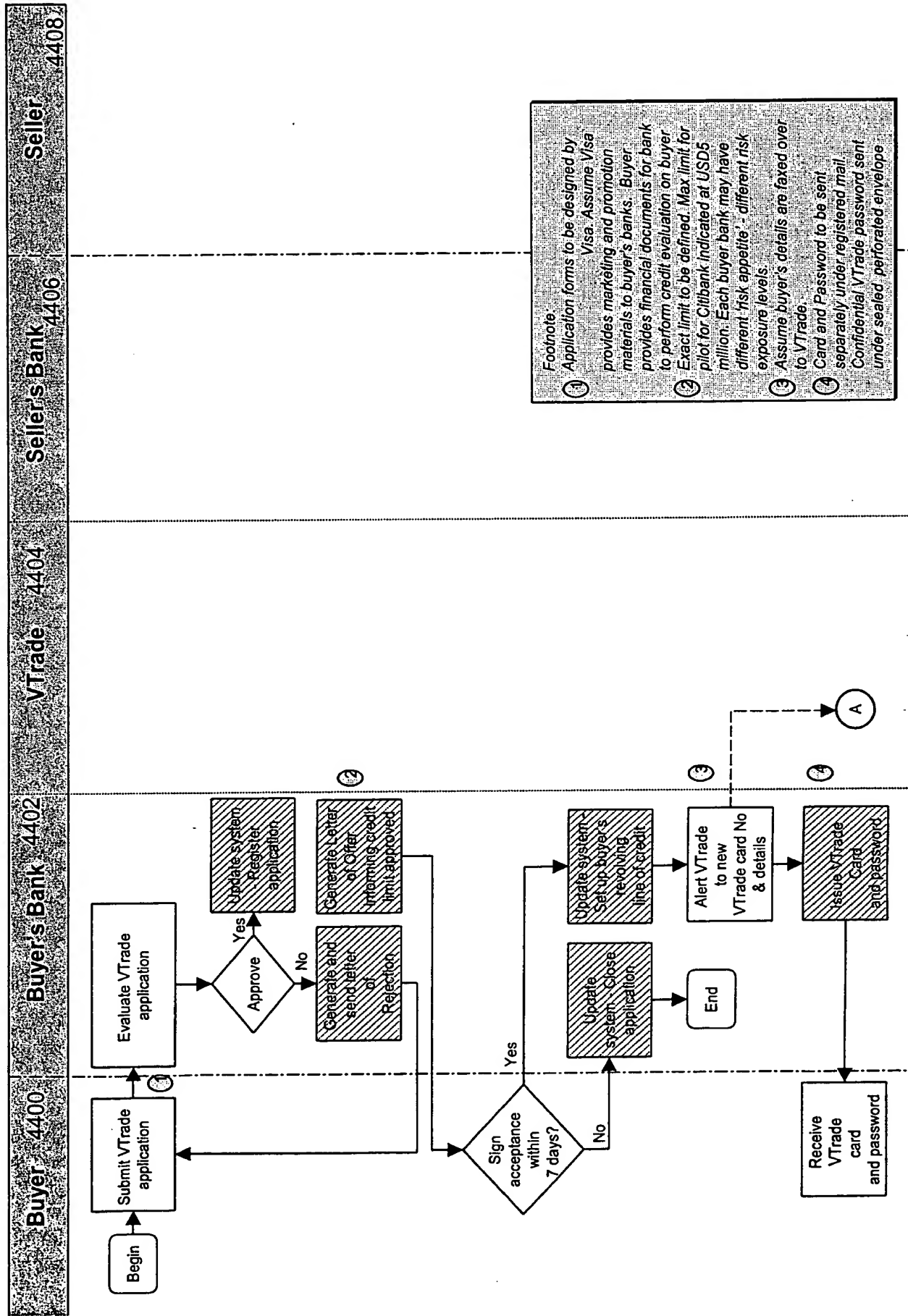
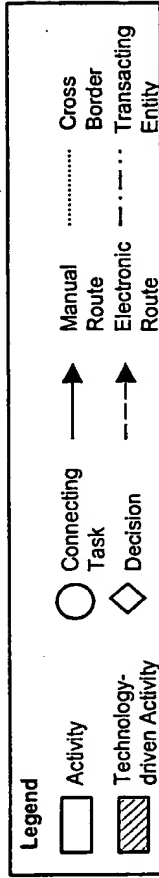


Figure 43

Figure 44



Footnote

① Application forms to be designed by Visa. Assume Visa provides marketing and promotion materials to buyer's banks. Buyer provides financial documents for bank to perform credit evaluation on buyer to exact limit to be defined. Max limit for pilot for Citibank indicated at USD5 million. Each buyer bank may have different 'risk appetite' - different risk exposure levels.

② Assume buyer's details are faxed over to VTrade.

③ Card and Password to be sent separately under registered mail. Confidential VTrade password sent under sealed perforated envelope

Figure 45

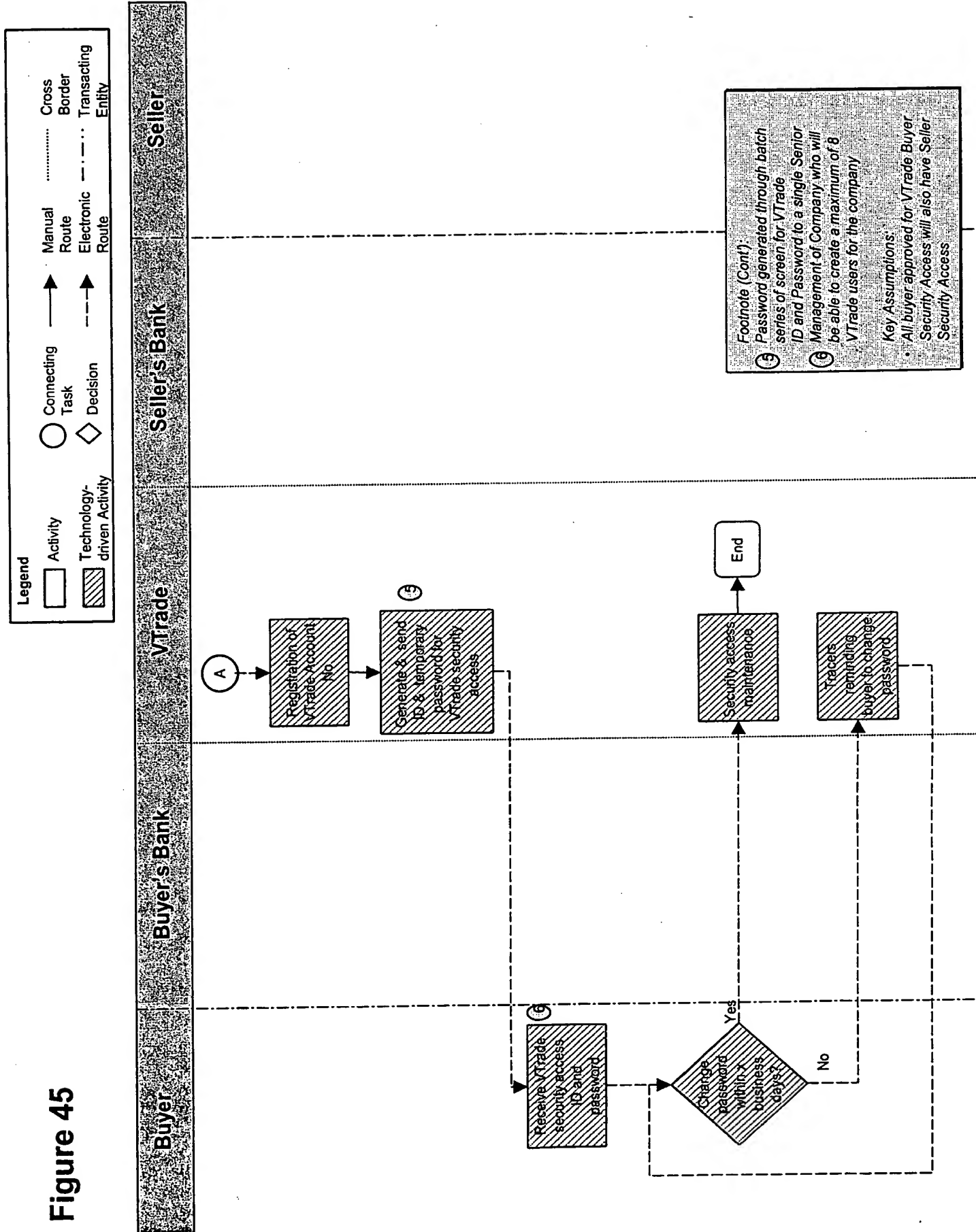


Figure 46

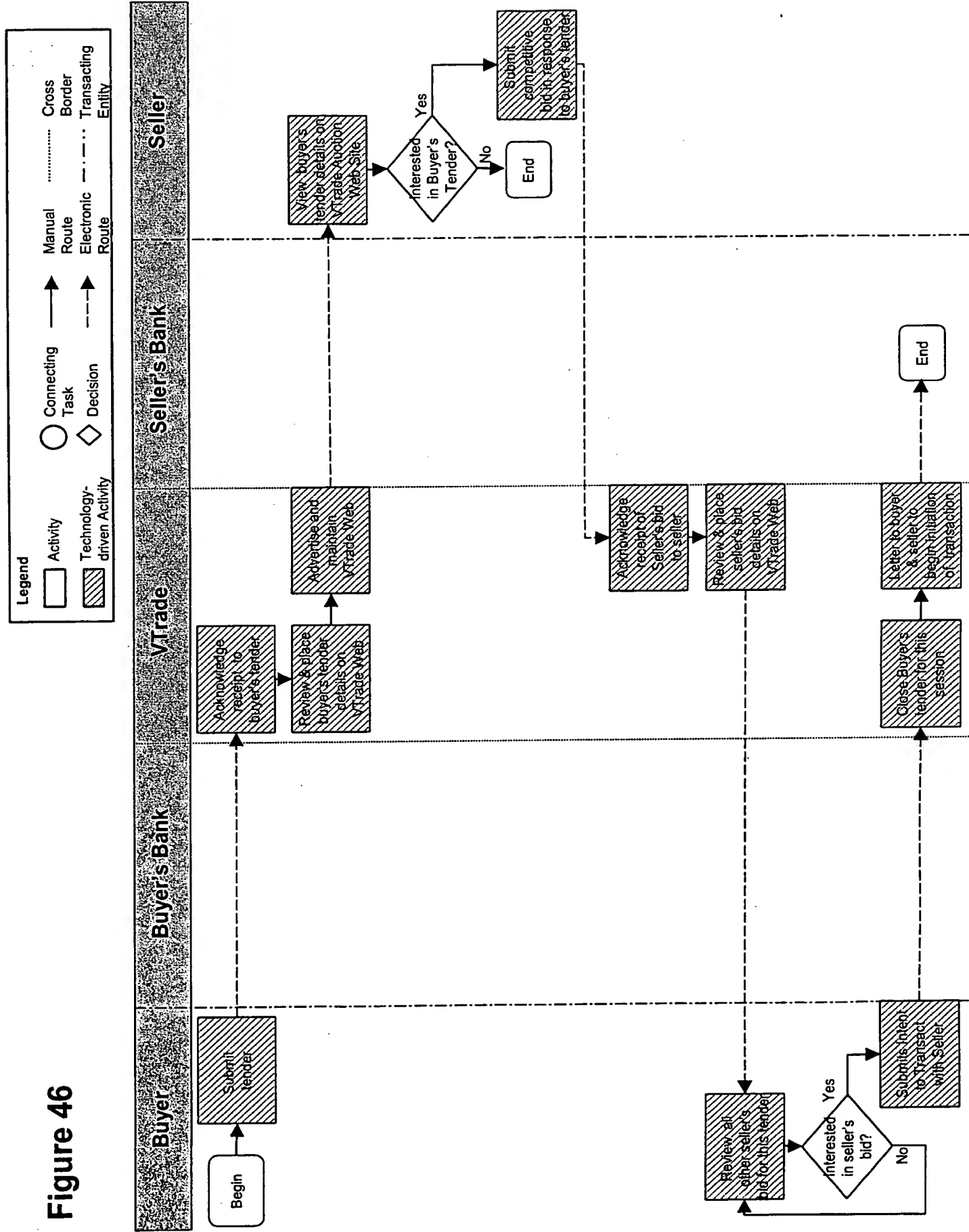


Figure 47

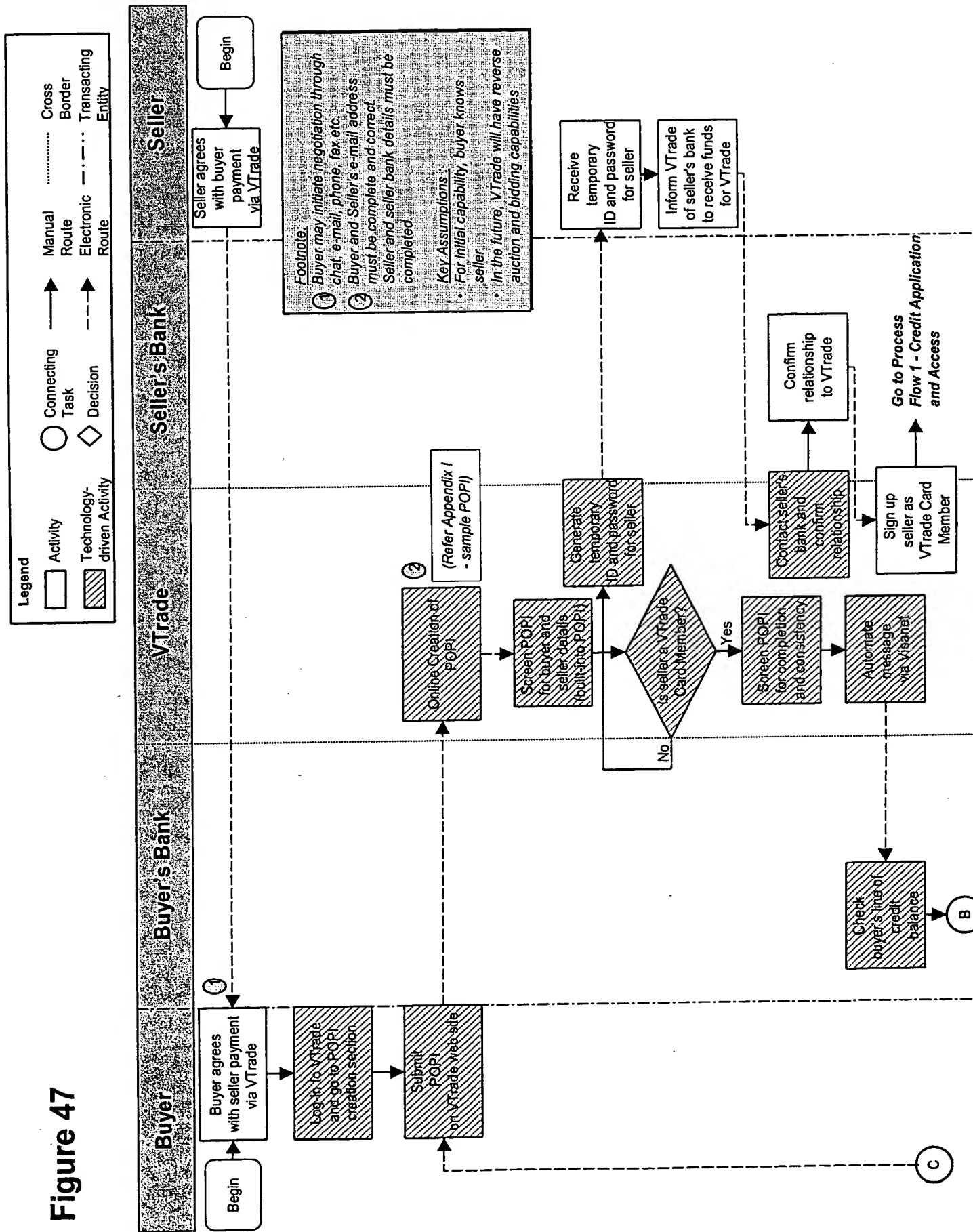


Figure 48

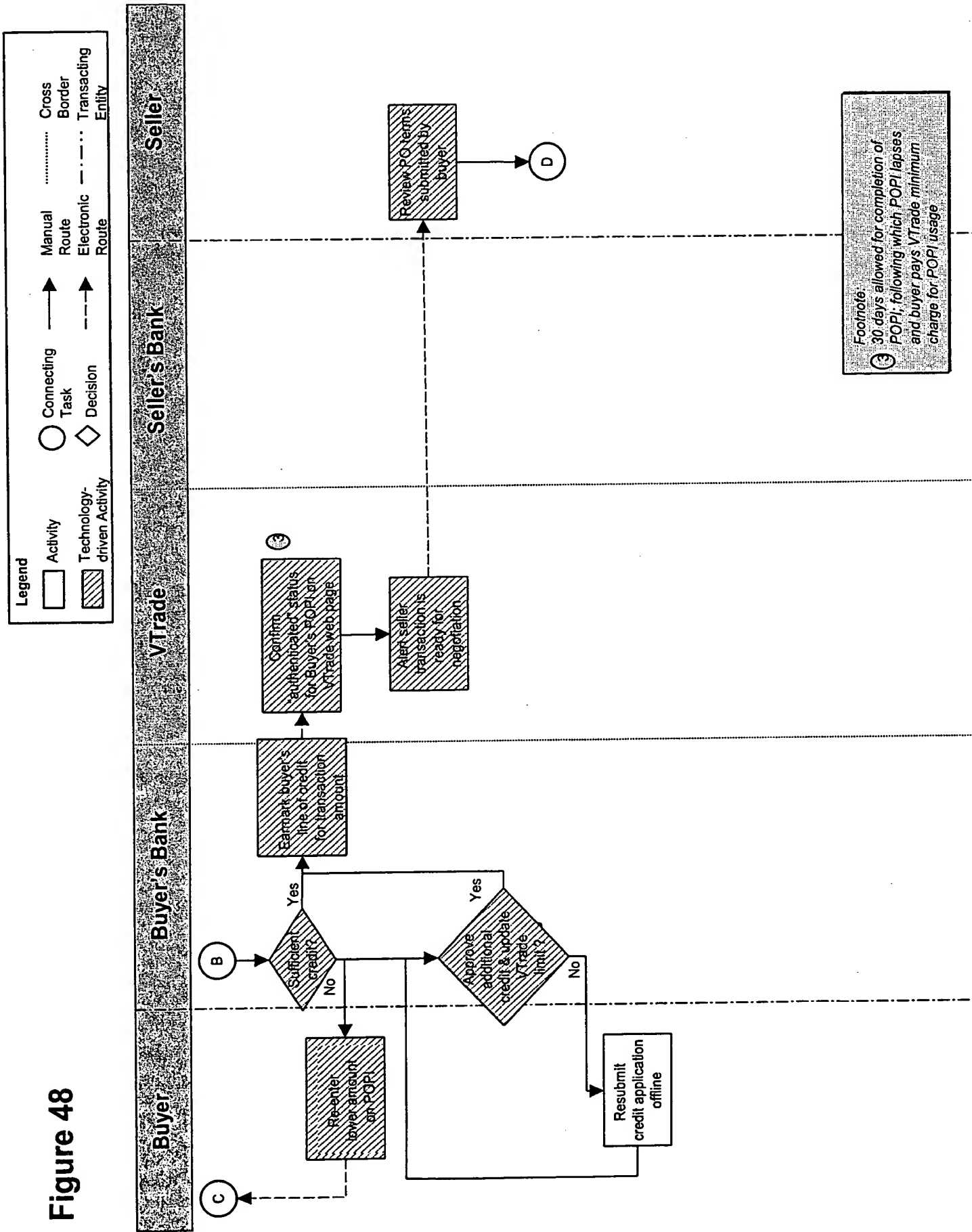
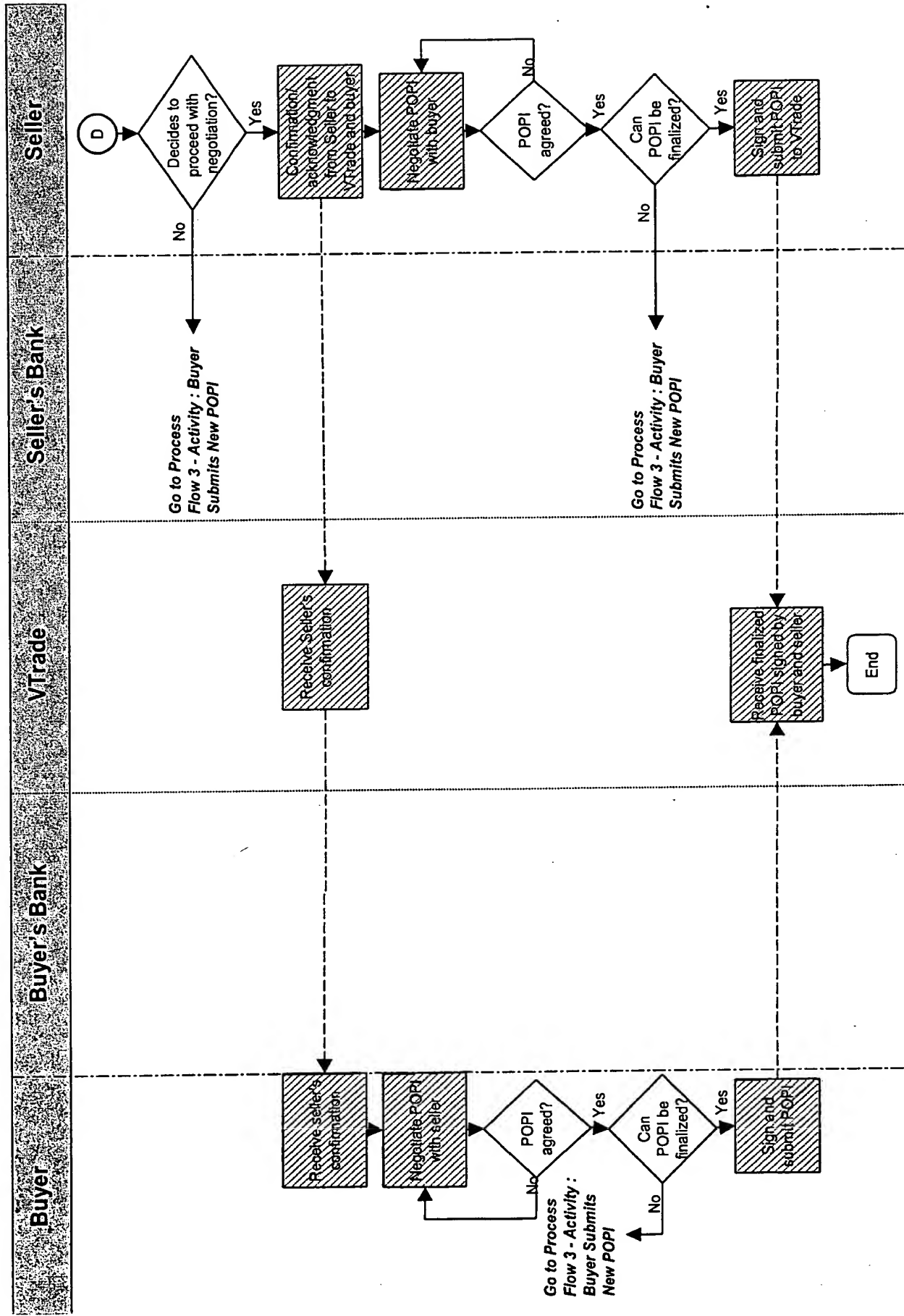
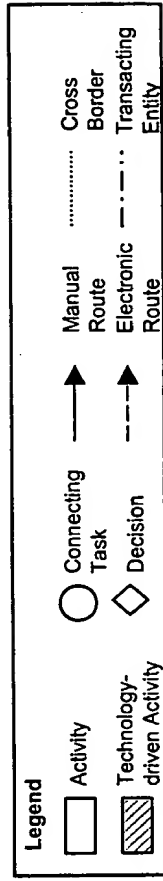


Figure 49



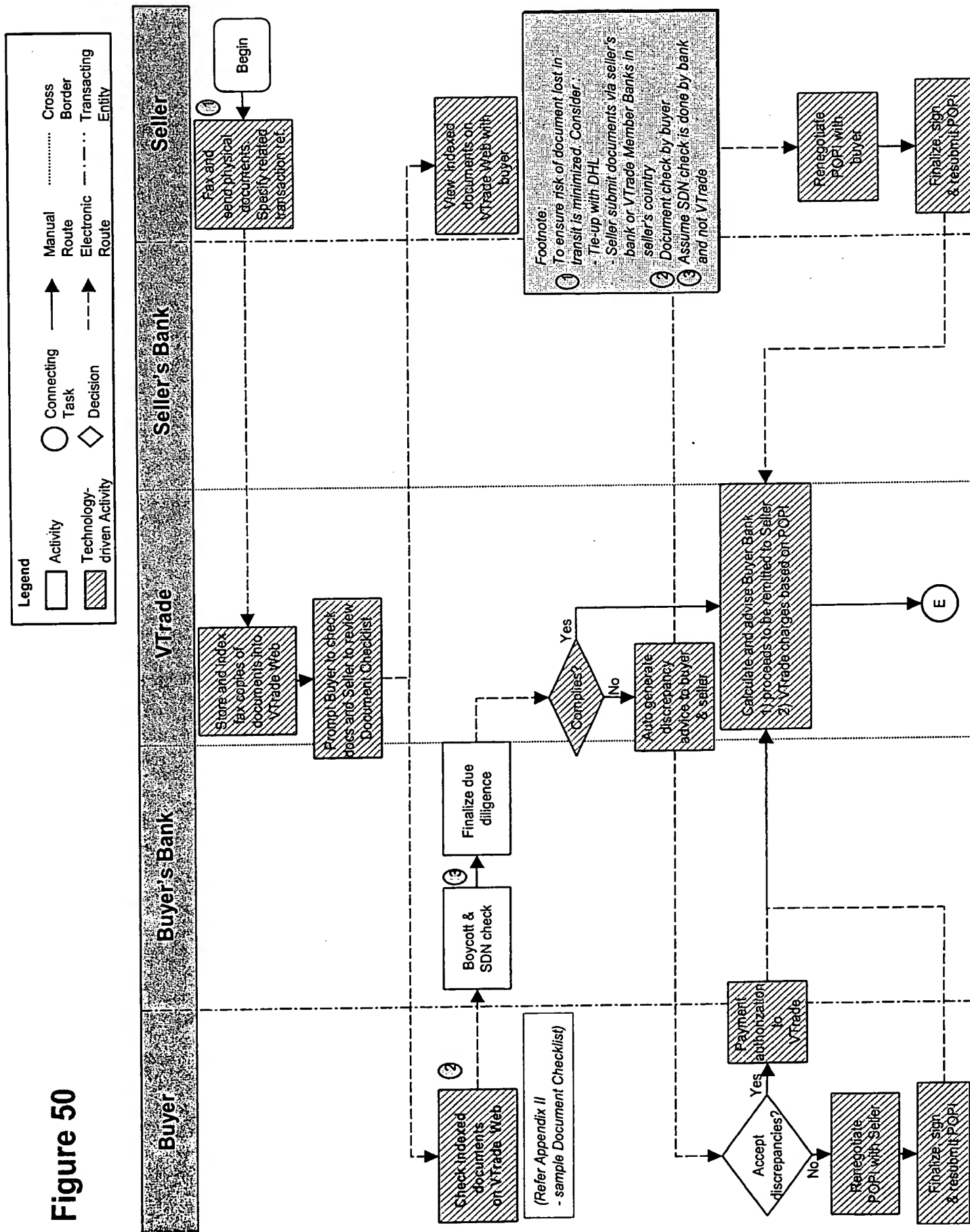


Figure 51

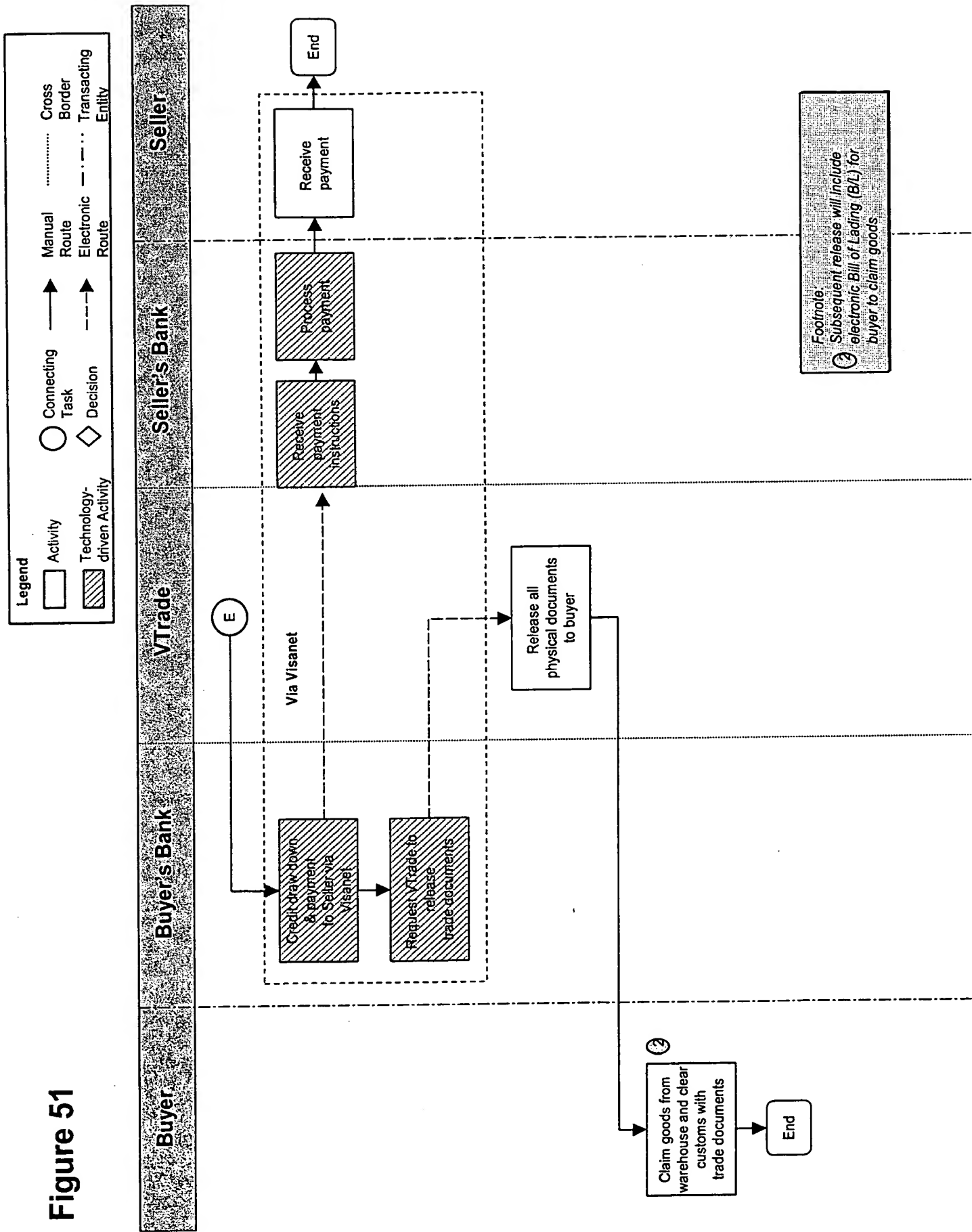
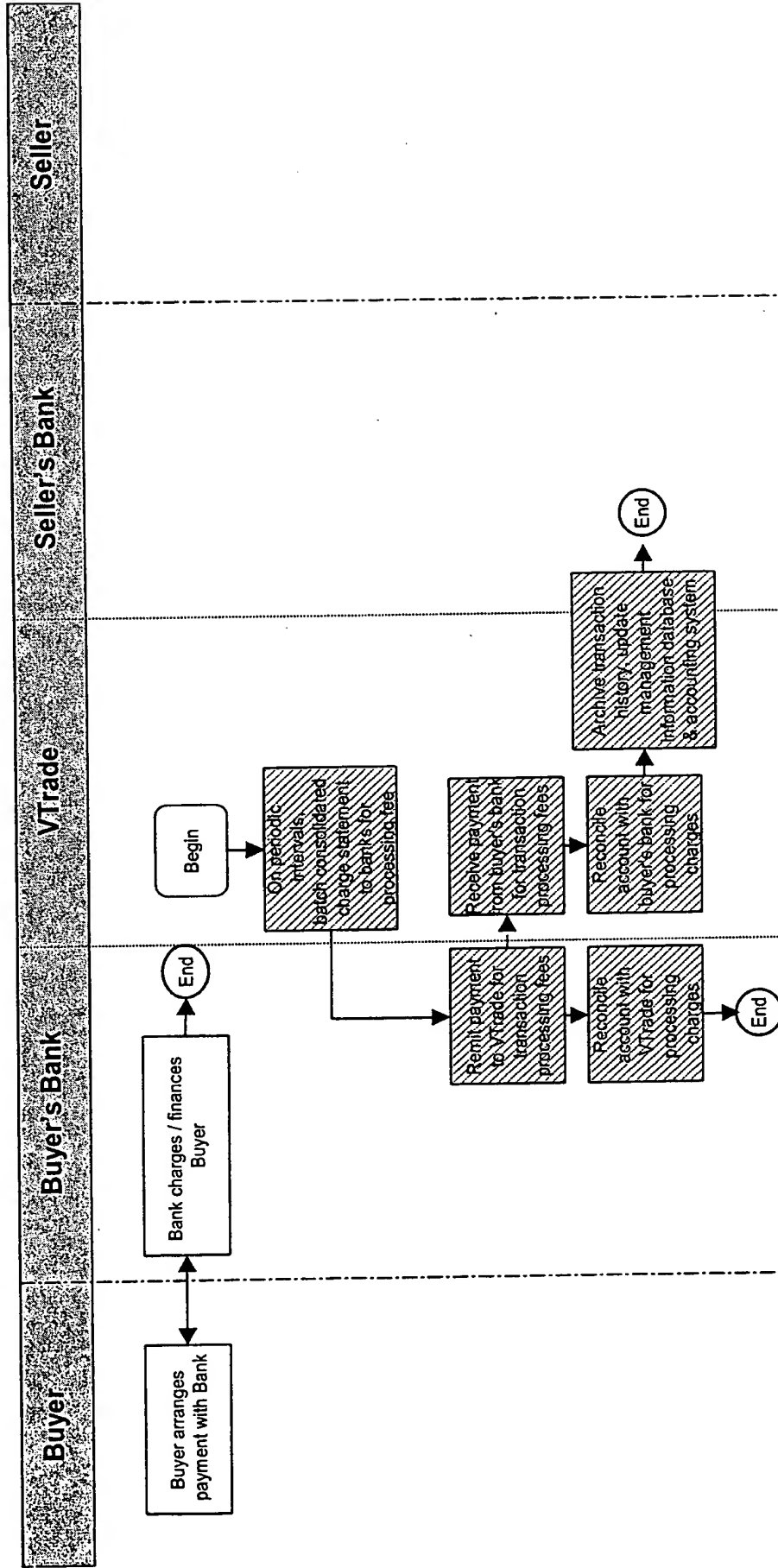
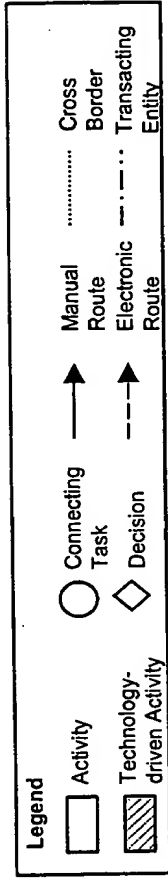


Figure 52



eMarketplace Models

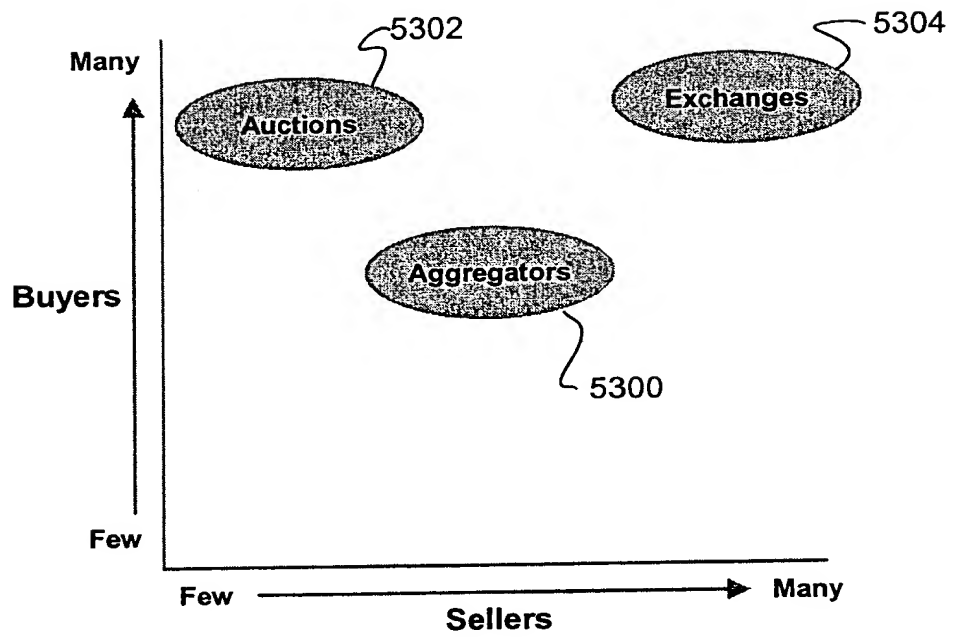


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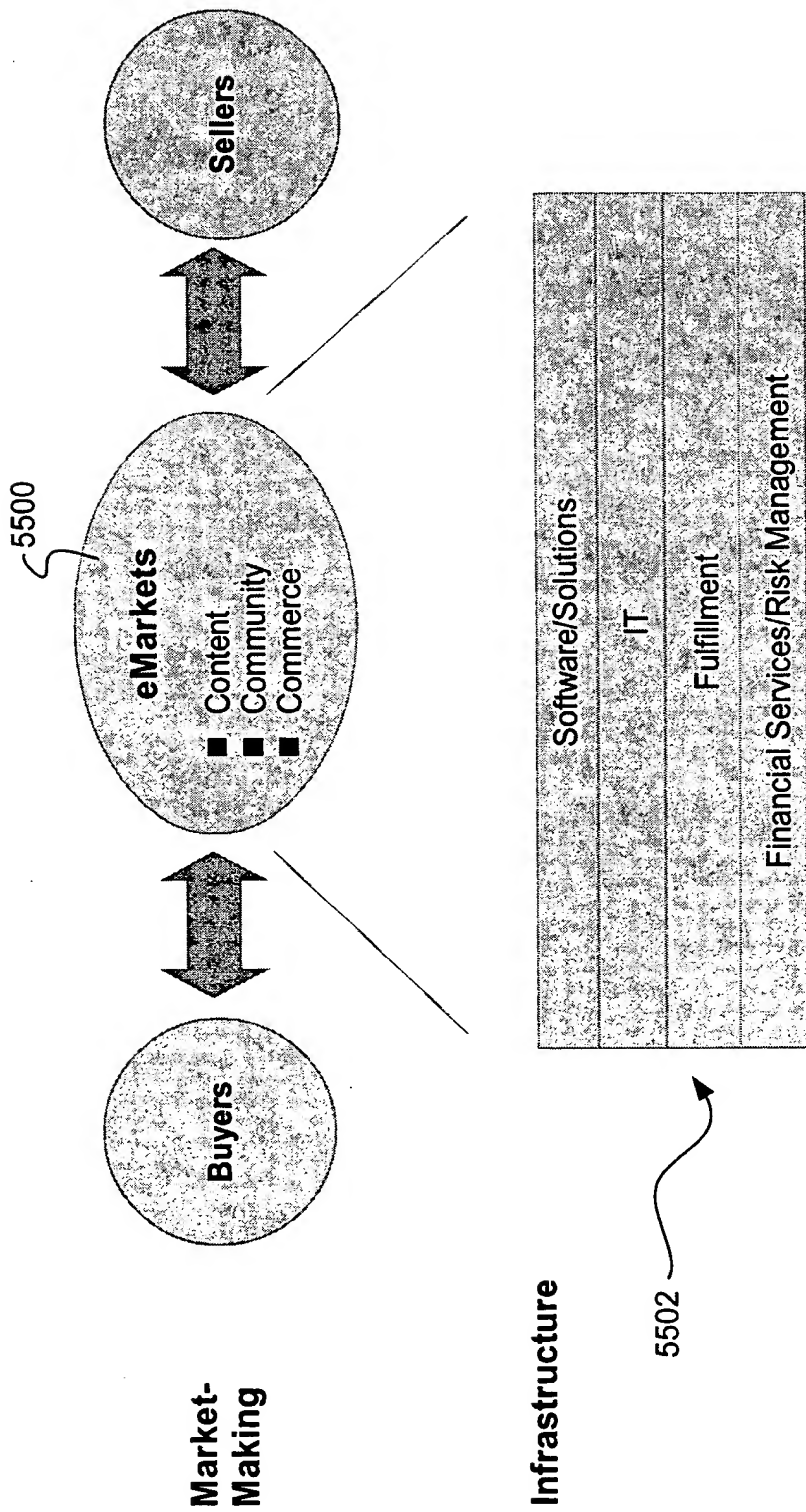


Figure 55

Infrastructure

	Description	Examples
5600 Software/ Solutions →	<ul style="list-style-type: none"> ■ The software which makes the site run 	<ul style="list-style-type: none"> ■ Auction engine ■ Content management ■ ERP integration software
5602 IT →	<ul style="list-style-type: none"> ■ Setting up the site and providing ongoing maintenance 	<ul style="list-style-type: none"> ■ Systems integration ■ Hosting ■ Application Service Providers
5604 Fulfillment →	<ul style="list-style-type: none"> ■ Organizing the physical settlement of trades after they have been agreed upon 	<ul style="list-style-type: none"> ■ Shipping ■ Warehousing ■ Inspection
5606 Financial Services/ Risk Management →	<ul style="list-style-type: none"> ■ Facilitating the financing and transfer of funds between parties to a transaction ■ Minimizing the risks of fraud, renegeing, etc., at this exchange and providing tools to mitigate trade-related risks 	<ul style="list-style-type: none"> ■ Payment processing ■ Receivables management ■ Financing/ credit ■ Authentication ■ Warranties ■ Derivatives/options

Figure 56

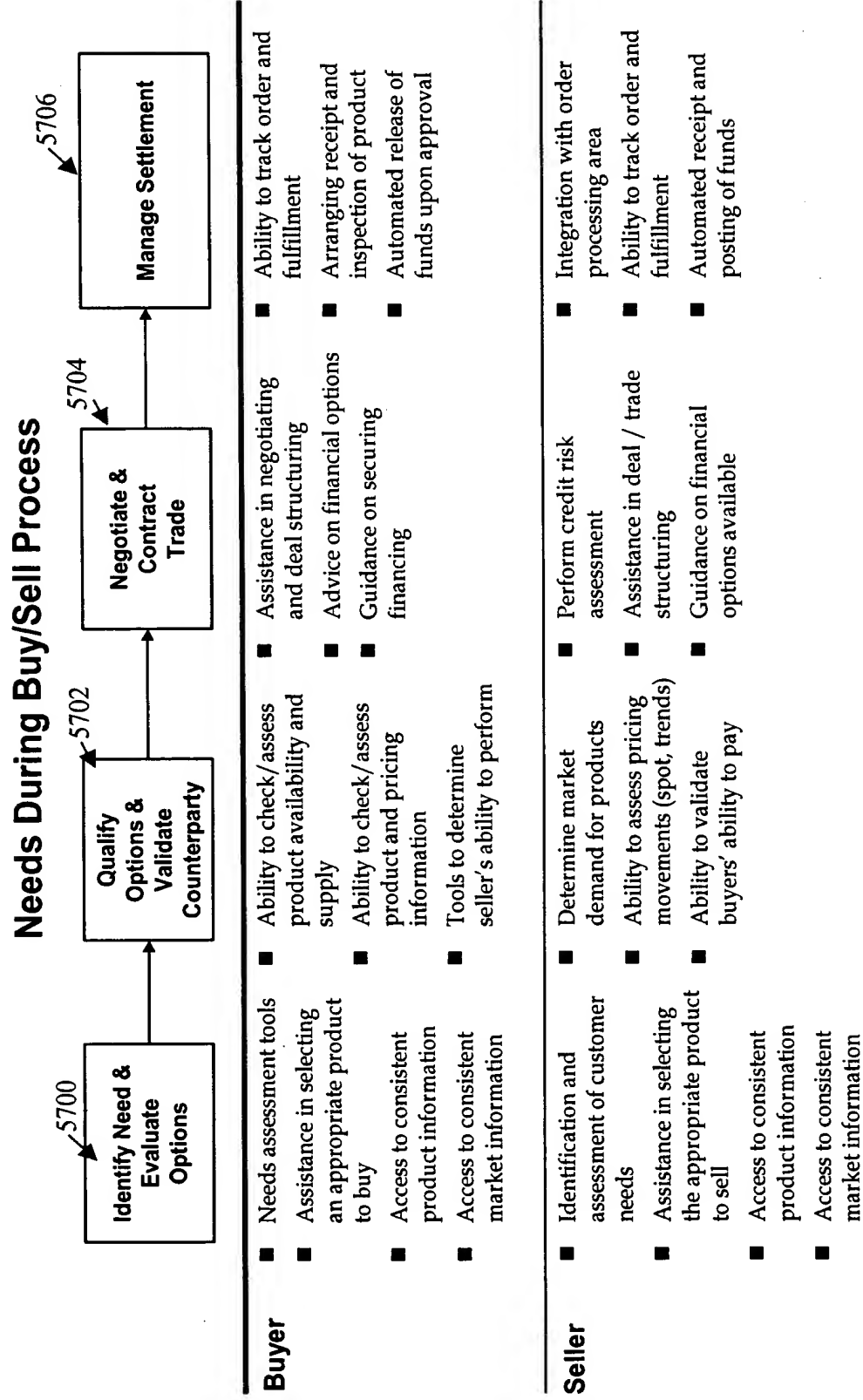
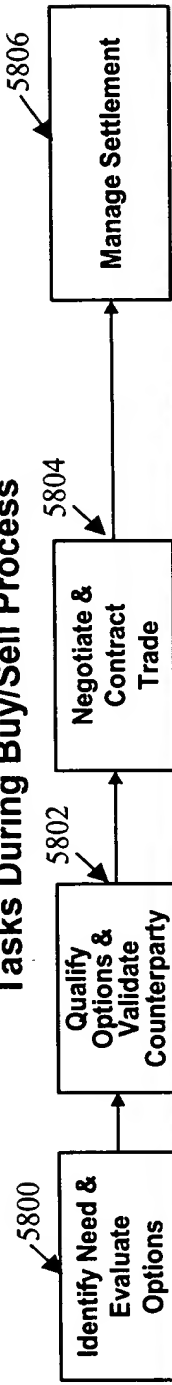


Figure 57

Tasks During Buy/Sell Process



Buyer

- Identify product to purchase
- Acquire and interpret information:
 - Price
 - Availability
 - Quality
 - Demand

- Validate sellers' qualifications & reliability:
 - Delivery/reliability
 - Product quality
 - Previous trade history
 - Other
- Reputation rating
- Buyer testimonials

- Obtain credit facility:
 - Letter of Credit
 - Open Acct
 - Document Collection
 - Other
- Finalize purchase details:
 - Legal / Regulatory issues
 - Contract type
 - Title transfer details
 - Quality test method
 - Other conditions
- Negotiate Trade Financing
- Issue Purchase Order
- Record back office transactions Accts Payable, Inventory, ERP, etc.

- Receive goods & shipping docs
- Receive invoice
- Inspect goods
- Send payment or draw down credit
- Clear title (Bill of Lading)
- Release A/P
- Buyer submit L/C purchase details to Seller bank
- Buyer Bank receives L/C & transport docs (i.e., Bill of Lading, invoice, packing slips, customs declaration for int'l trade, Bill of Exchange, etc), inspection cert. from Seller Bank
- L/C terms met
- Receive physical goods using Buyer/approved L/C documents
- Buyer Bank releases payment to Seller bank

Seller

- Identify product to sell
- Acquire and interpret information:
 - Price
 - Availability
 - Quality
 - Demand

- Validate Buyer's qualifications & reliability:
 - Credit rating
 - Previous trade history
 - Exchange rating
 - Other

- Finalize purchase details:
 - Legal / Regulatory issues
 - Contract type
 - Title transfer details
 - Quality test method
 - Other Conditions
- Negotiate Trade Financing
- Commit Inventory & Record back office transactions A/R, Inventory, ERP, etc.

- Prepare invoice
- Prepare shipping docs
- Insure goods
- Contract w/freight carrier (Bill of Lading)
- Ship goods
- Receive payment
- Prepare draft request against L/C funds (Bill of Exchange)
- Release A/R
- Send all docs to Buyer bank
- Receive L/C approval

Exchange Services

■ Typical eMarketplace Services

■ Financial Services/Risk Management

□ Other Services

Figure 58

Service Area	Service	Buyer/Seller Value Proposition	eMkt Place Value Proposition
Reputation Assessment			
5900	<ul style="list-style-type: none"> Online documentation of credit worthiness included in profile Credit rating engine based on historical transaction data Member-specified credit rating Authentication when using site 	<ul style="list-style-type: none"> Increases member confidence in trading partners 	<ul style="list-style-type: none"> Increases transaction volume and transaction-related revenues Potential service revenue (per credit profile provision)
Financing			
5902	<ul style="list-style-type: none"> Lines of credit, leasing, inventory financing Factoring, forfeiting, and other receivables financing services 	<ul style="list-style-type: none"> Provides access to cash flow management services 	<ul style="list-style-type: none"> Increases member entanglement Potential referral revenue
Risk Management			
5904	<ul style="list-style-type: none"> Foreign exchange services Insurance Hedging tools 	<ul style="list-style-type: none"> Provides access to services that might be otherwise unavailable to small members Provides seamless service that is more convenient than existing services (e.g., "one click") 	<ul style="list-style-type: none"> Increases member entanglement Potential referral revenue
ePayments			
5906	<ul style="list-style-type: none"> Credit Cards, ACH, SWIFT, wire transfers Letters of credit, documentary collection, or other intermediated payment vehicles, guaranteed payment Electronic bill presentment and payment Online document management 	<ul style="list-style-type: none"> Reduces counterparty payment risk Reduces transaction costs and time required to complete payment processing Increases speed and accuracy of document processing 	<ul style="list-style-type: none"> Potential to increase qualified member market / transaction volume and revenue Potential referral revenue Potential per-transaction revenue Facilitates eMarketplace revenue model
Information			
5908	<ul style="list-style-type: none"> Industry or product-related news Specific roles/regs Contacts and resources Decisions support/advice 	<ul style="list-style-type: none"> Enables informed decisions Provides real insights Can access additional info without leaving site 	<ul style="list-style-type: none"> Increases member usage and entanglement Positions provider as credible and knowledgeable resource Possible fee for service generator

Figure 59

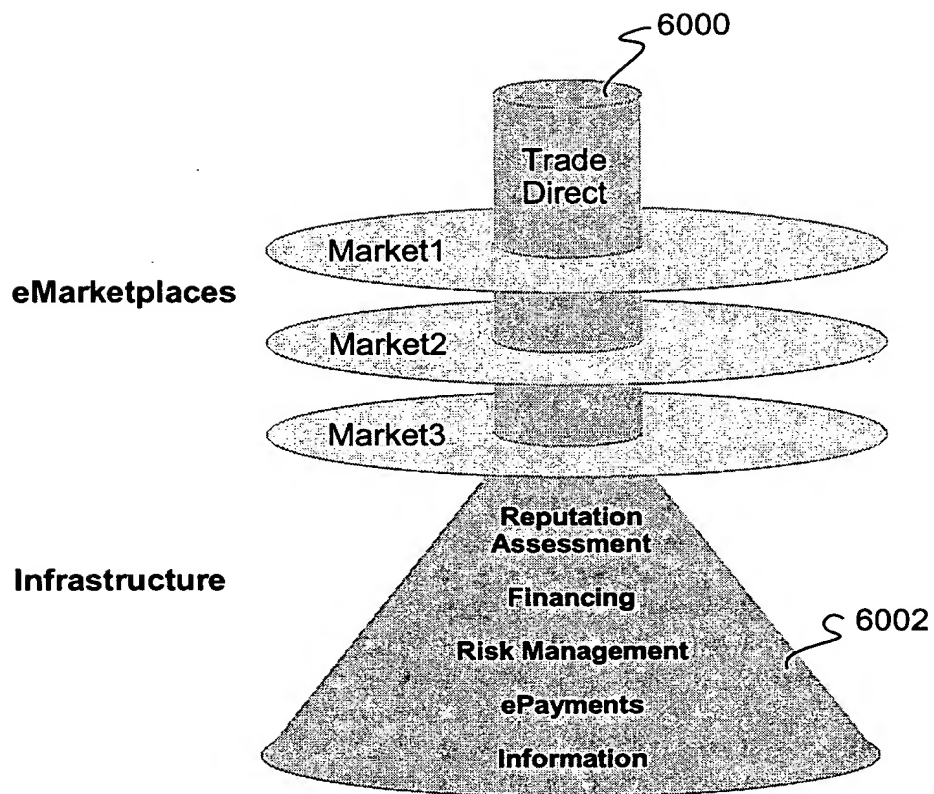


Figure 60

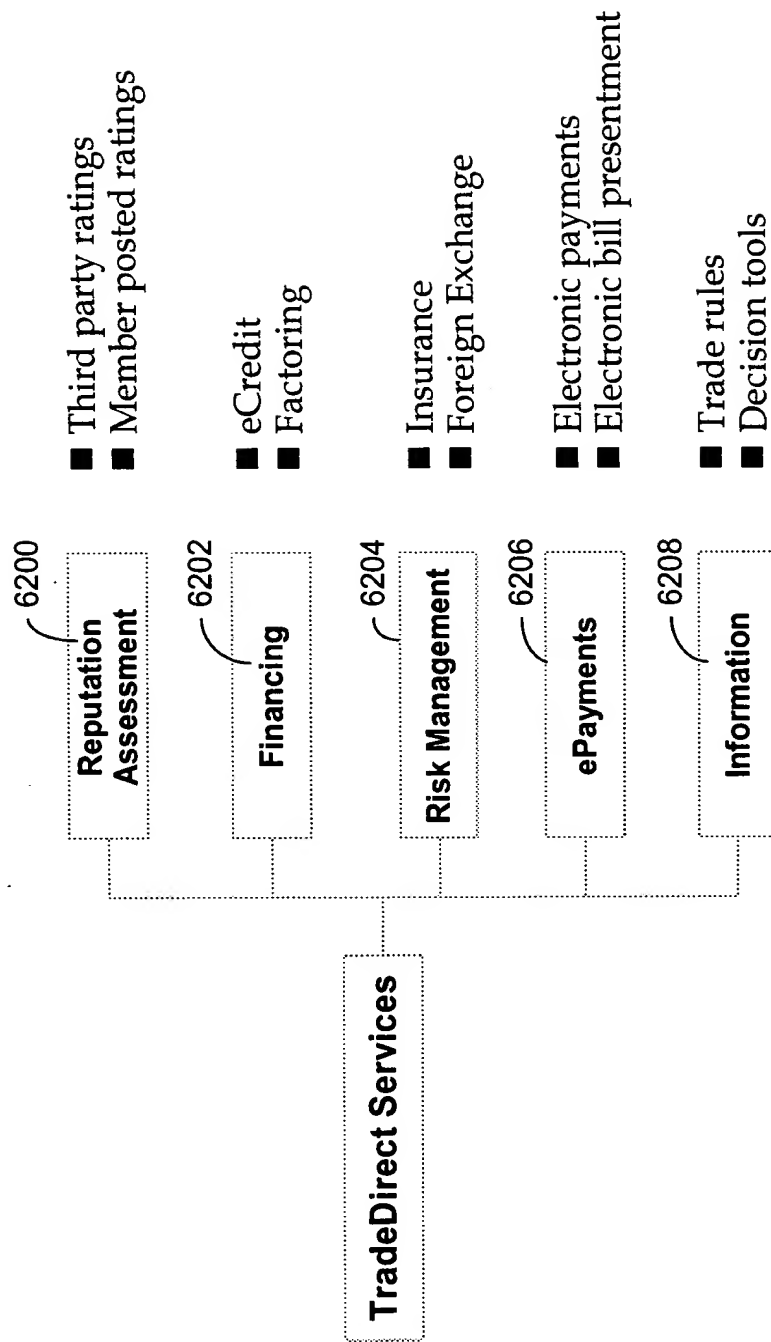


Figure 62

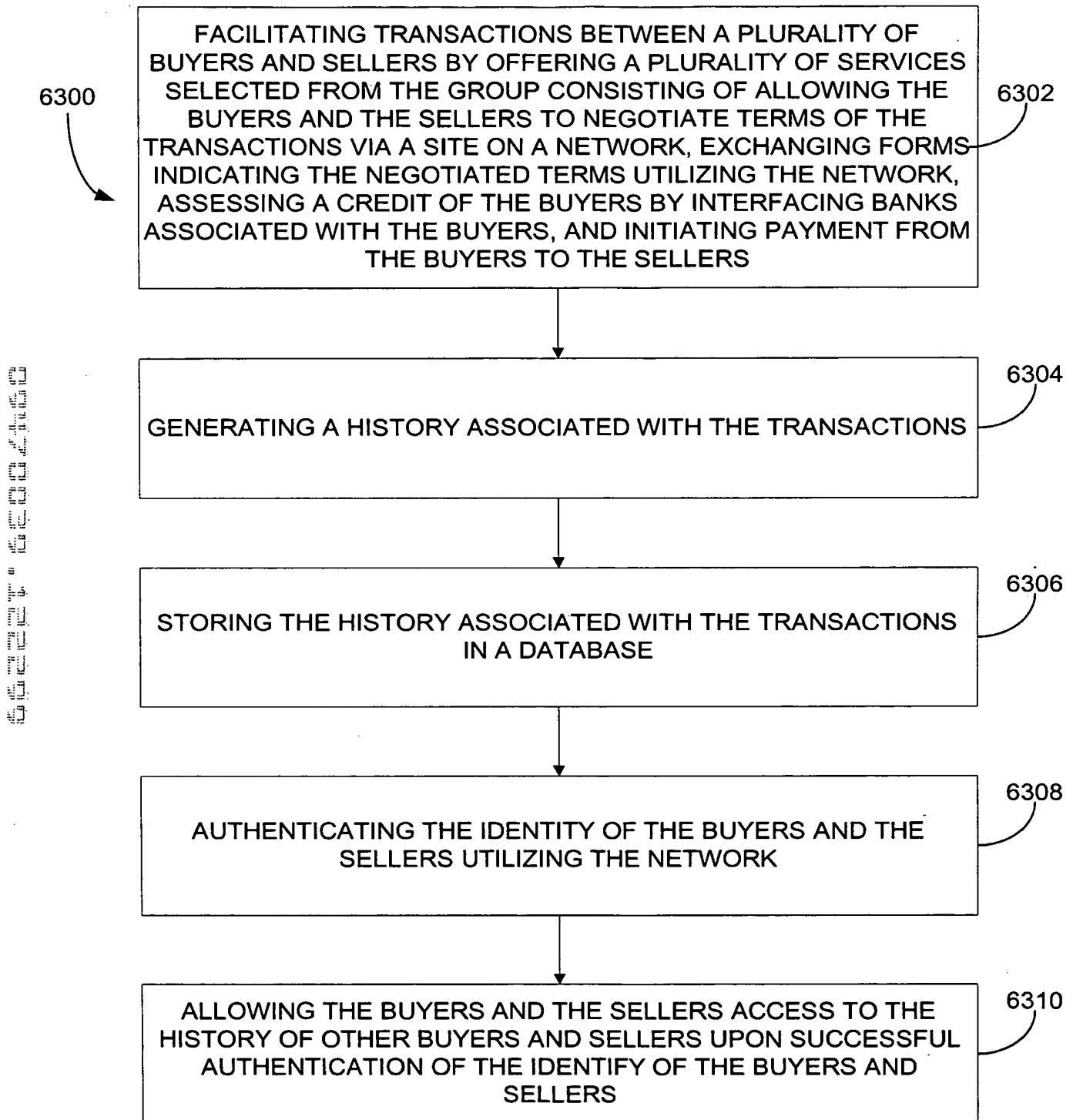


Figure 63

6400

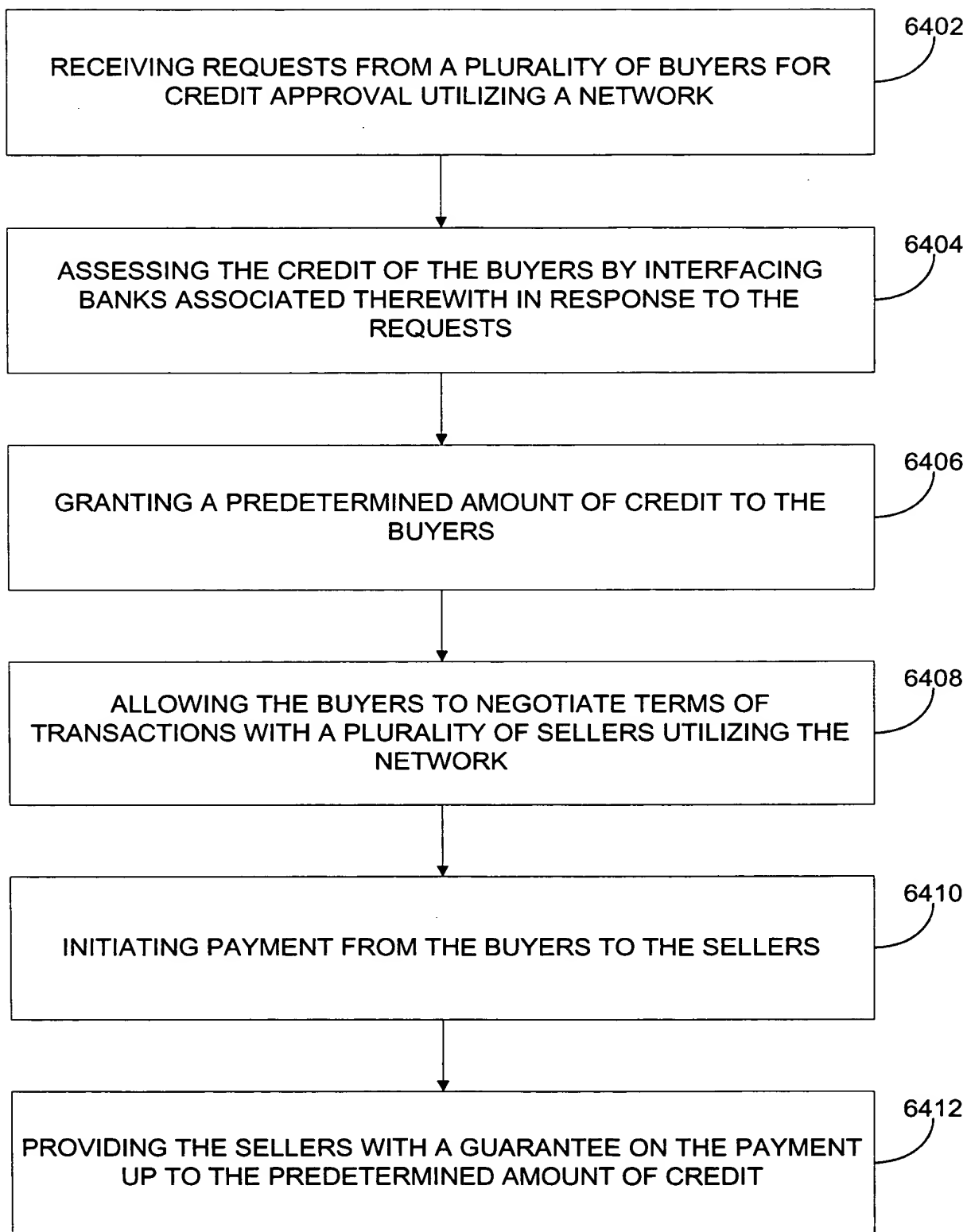


Figure 64

6500

ALLOWING A BUYER AND A SELLER TO NEGOTIATE TERMS OF A TRANSACTION VIA A SITE ON A NETWORK, WHEREIN THE TERMS INCLUDE AN AMOUNT OF PAYMENT AND A TIME FRAME THEREOF

6502

EXCHANGING FORMS INDICATING THE NEGOTIATED TERMS UTILIZING THE NETWORK

6504

ASSESSING A CREDIT OF THE BUYER BY INTERFACING A BANK ASSOCIATED WITH THE BUYER

6506

PERIODICALLY EXECUTING PAYMENTS FROM THE BUYER TO THE SELLER PER THE TERMS OF THE TRANSACTION IF THE CREDIT ASSESSMENT IS SUCCESSFUL, WHEREIN THE PAYMENTS ARE EXECUTED AUTOMATICALLY BY ACCESSING THE BANK ASSOCIATED WITH THE BUYER AND AUTHORIZING PAYMENTS TO THE SELLER

6508

SENDING THE BUYER ELECTRONIC RECEIPTS VIA THE NETWORK UPON EACH EXECUTION OF A PAYMENT

6510

Figure 65

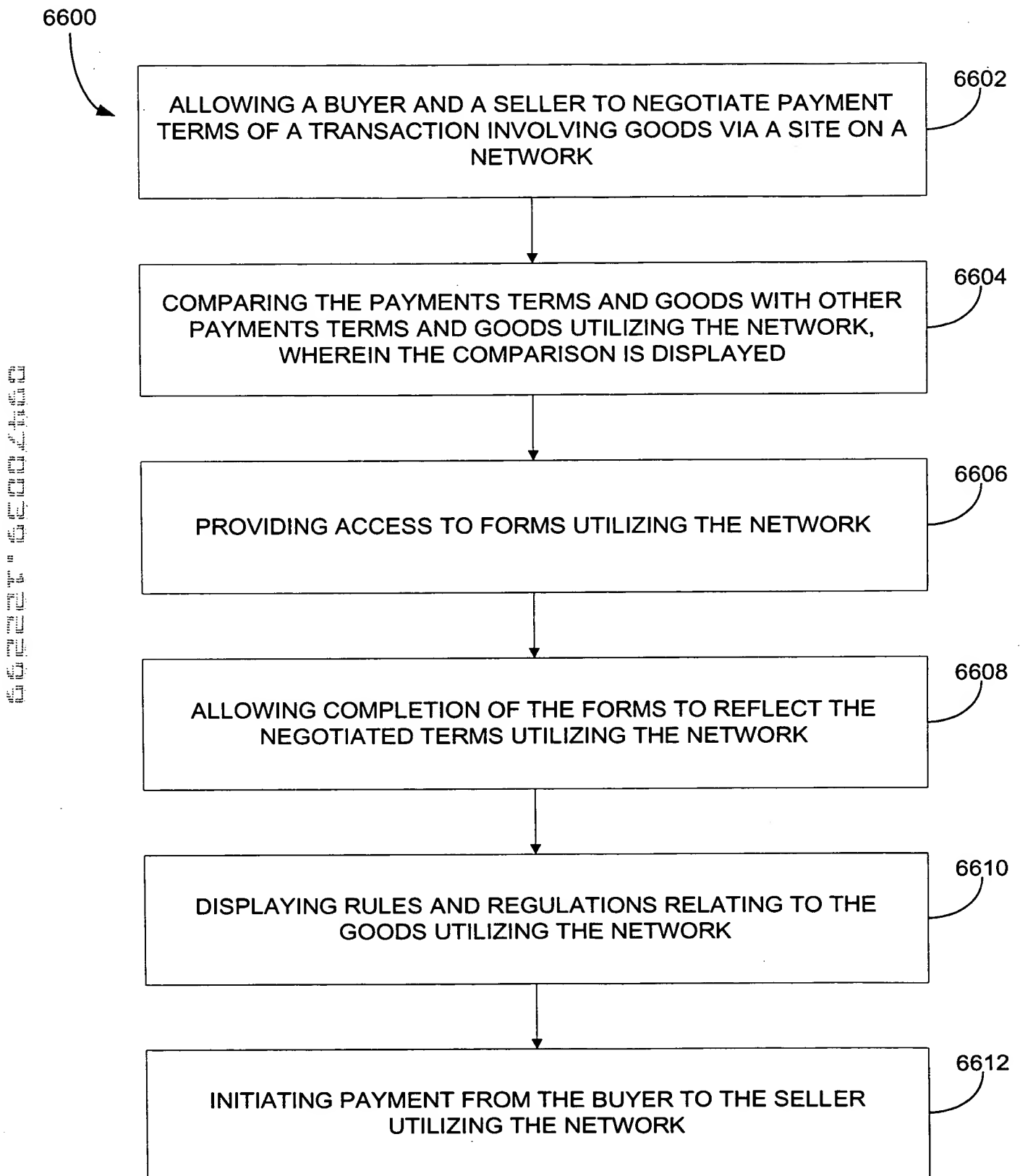


Figure 66

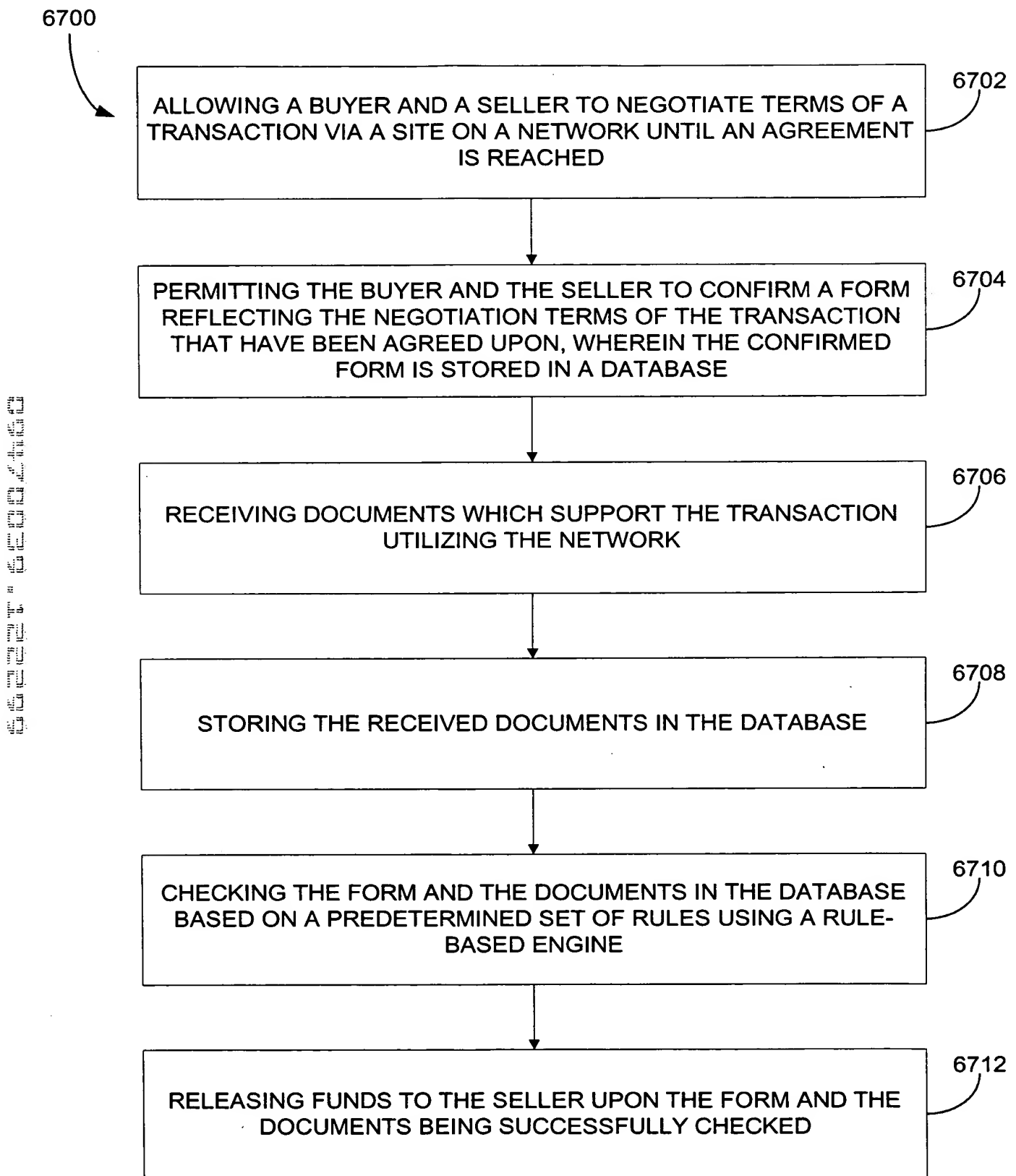


Figure 67

البريد الإلكتروني: info@alukah.net



Figure 68

6900

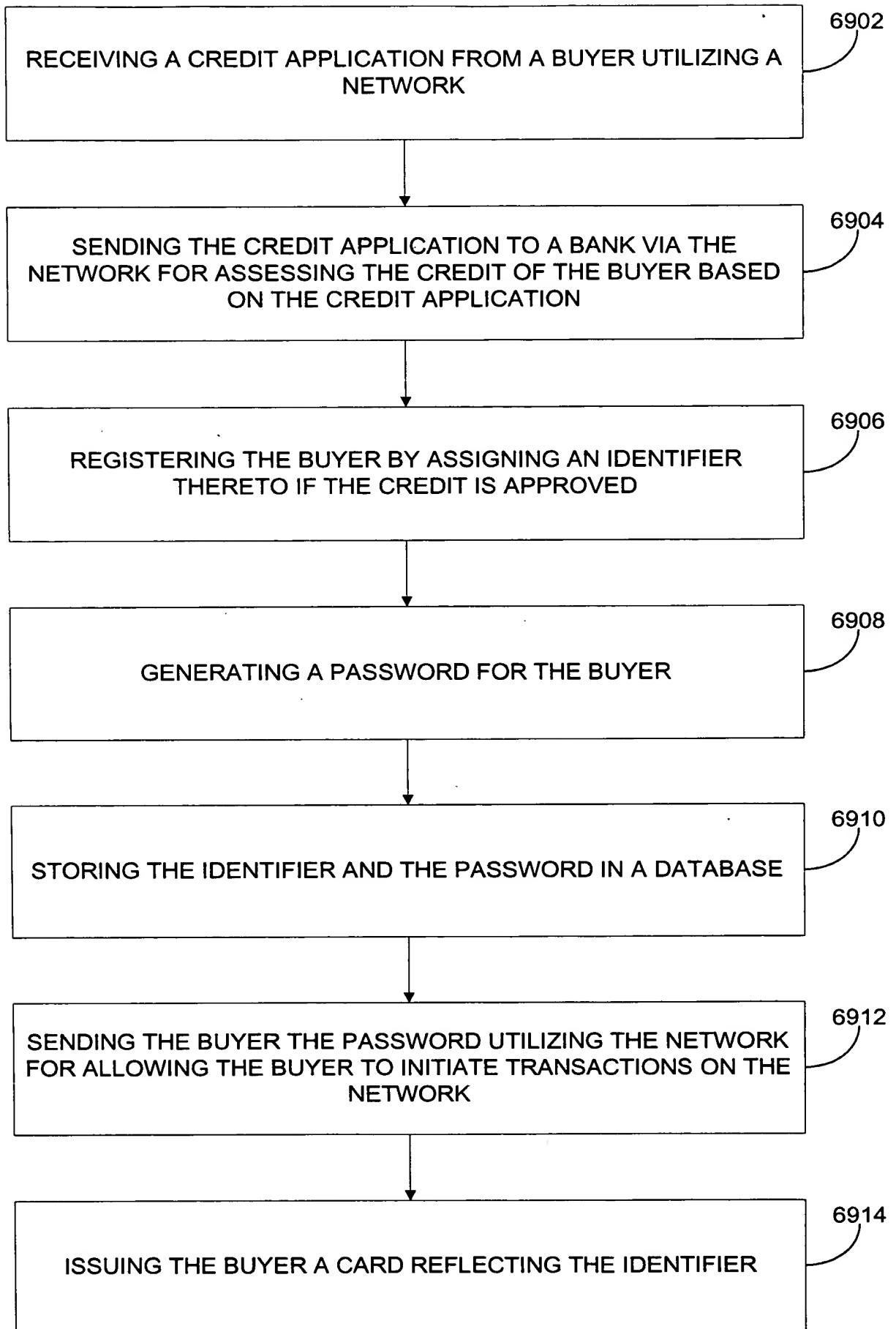
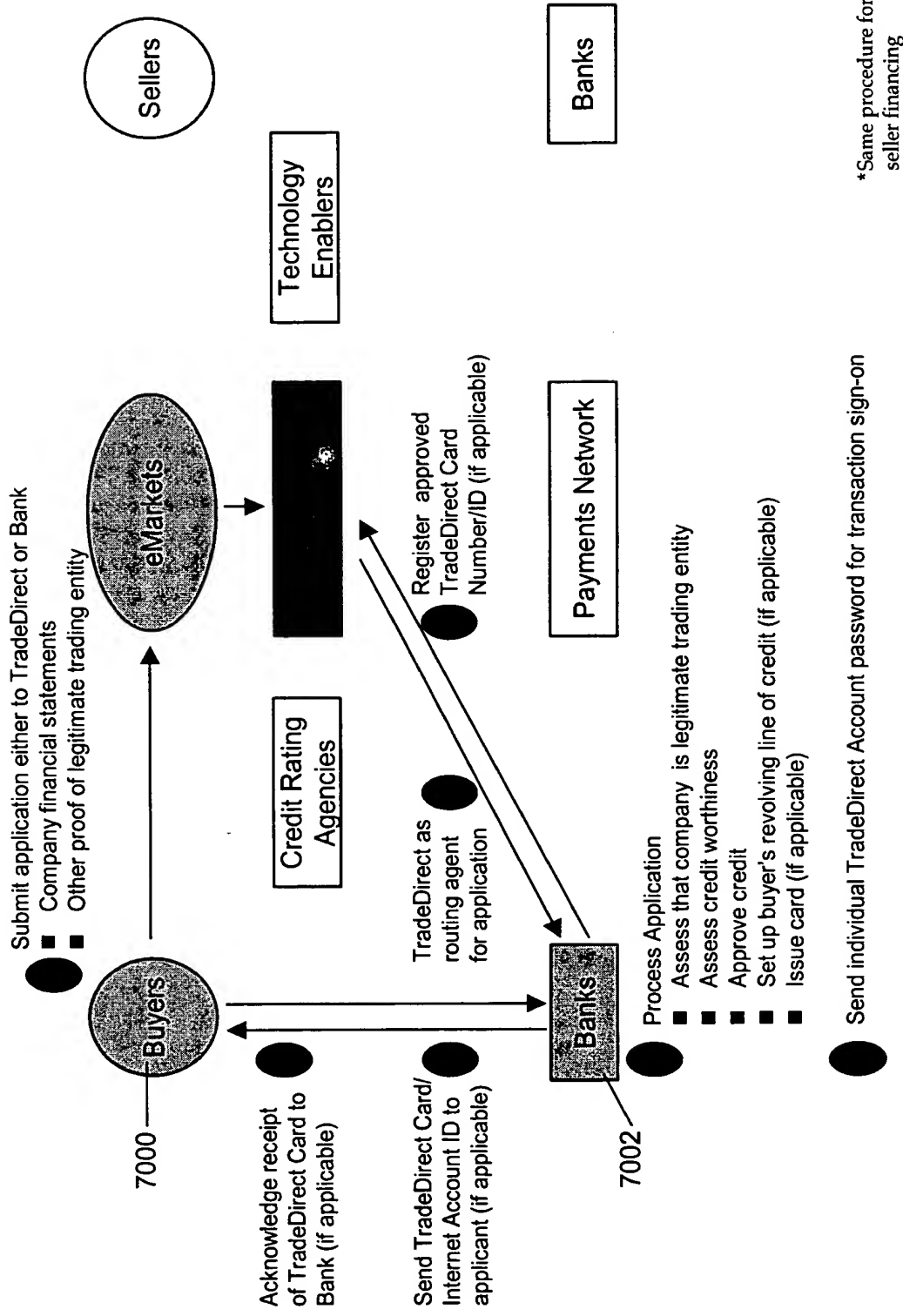


Figure 69

Financing*



*Same procedure for buyer or seller financing

Figure 70

Risk Management

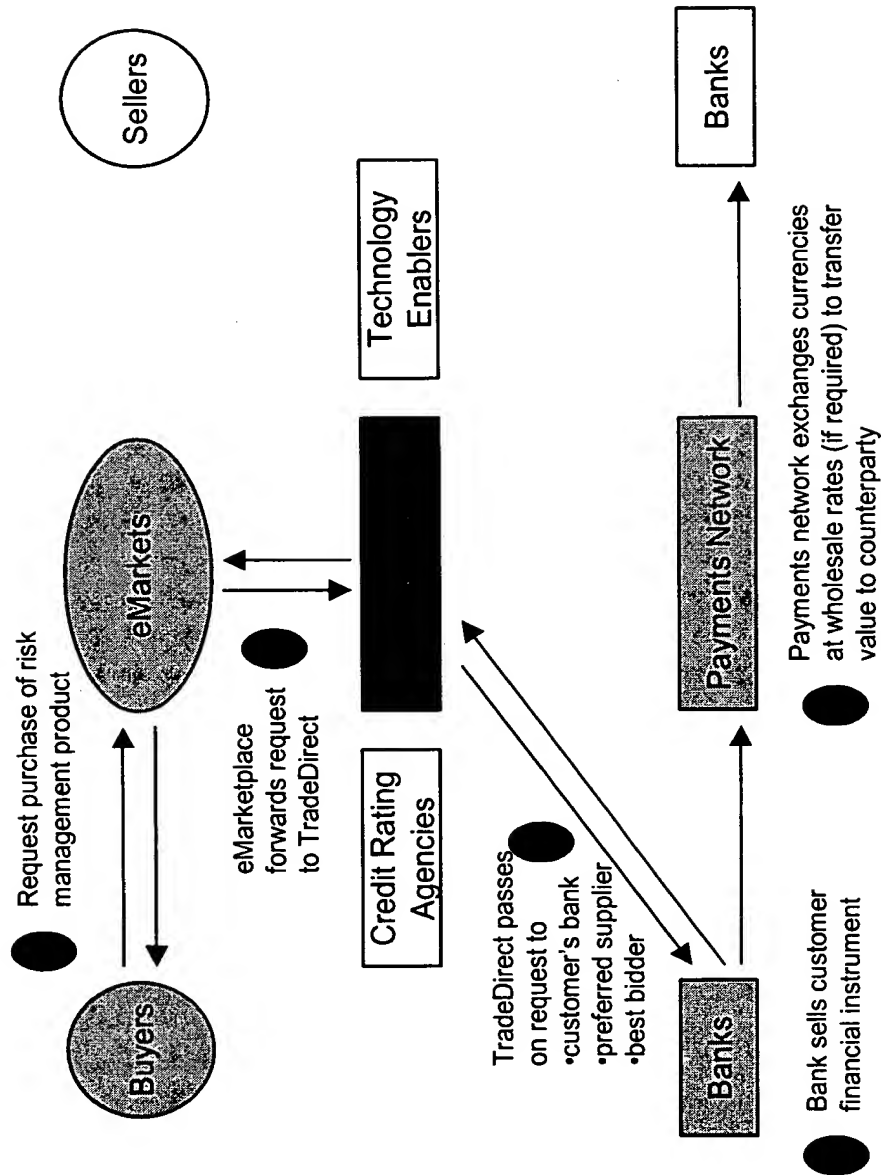


Figure 71

7200

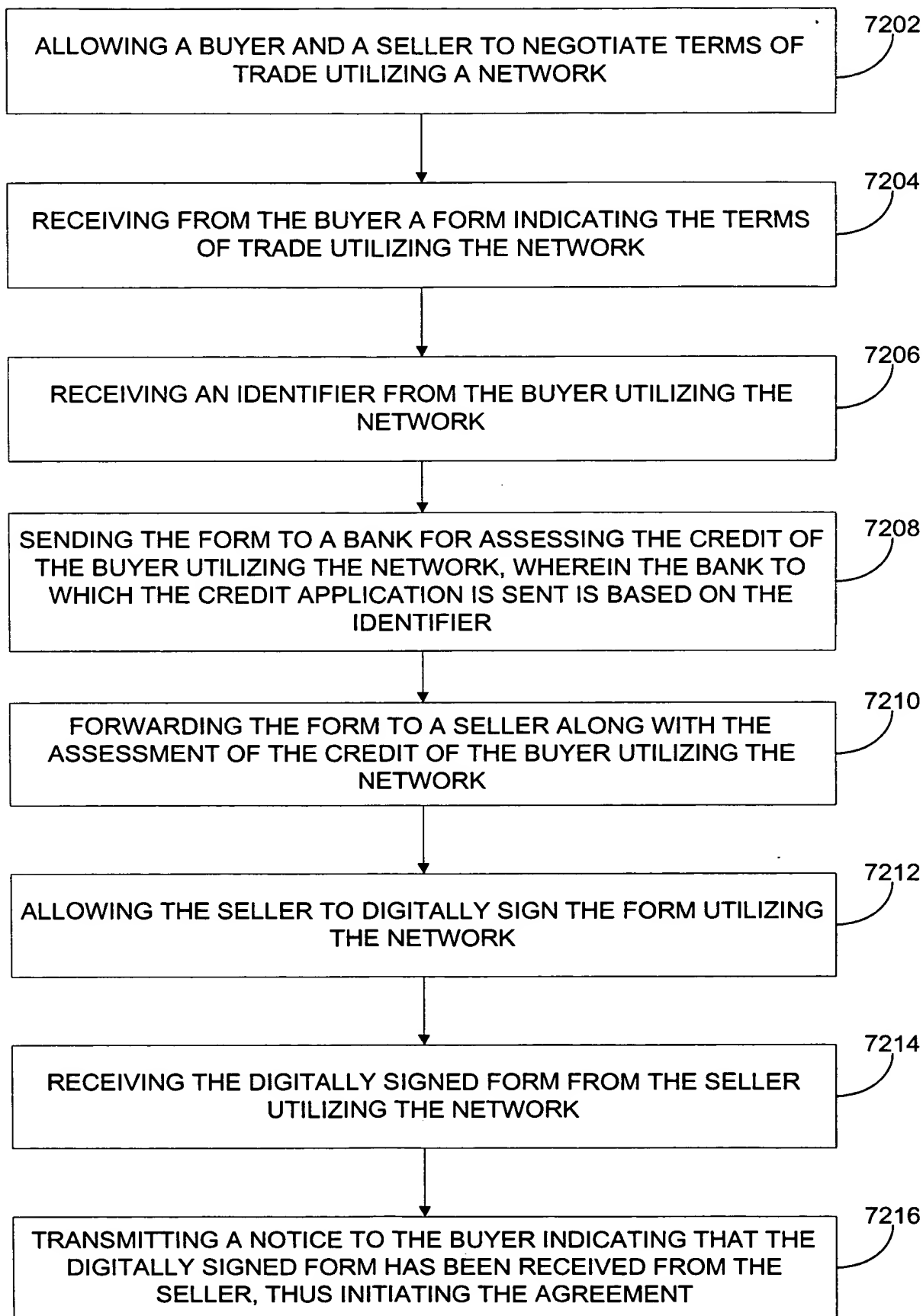


Figure 72

ePayments

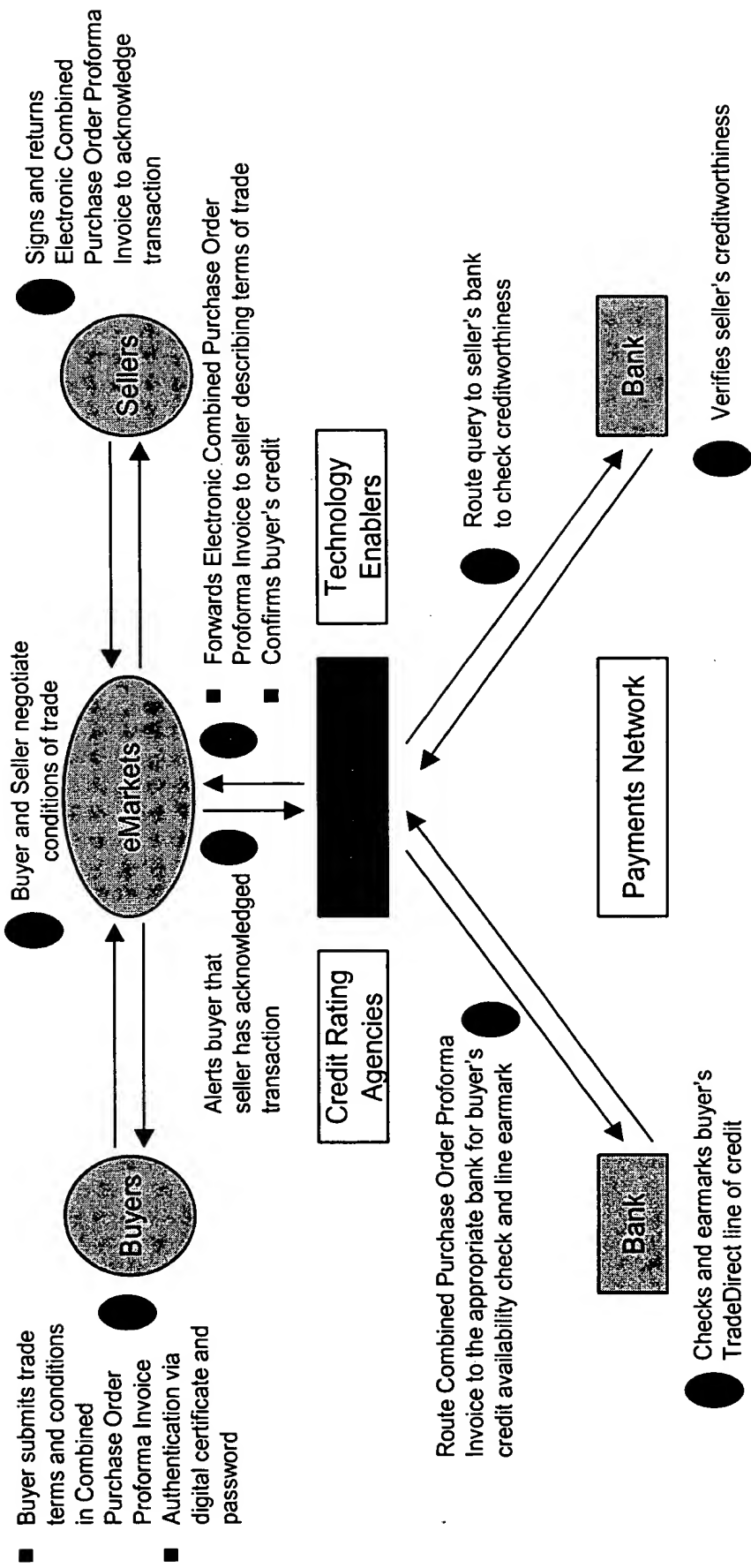
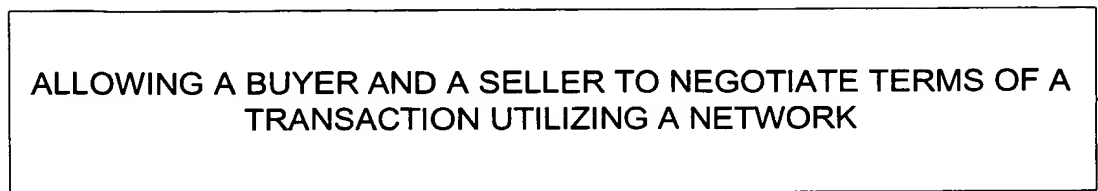
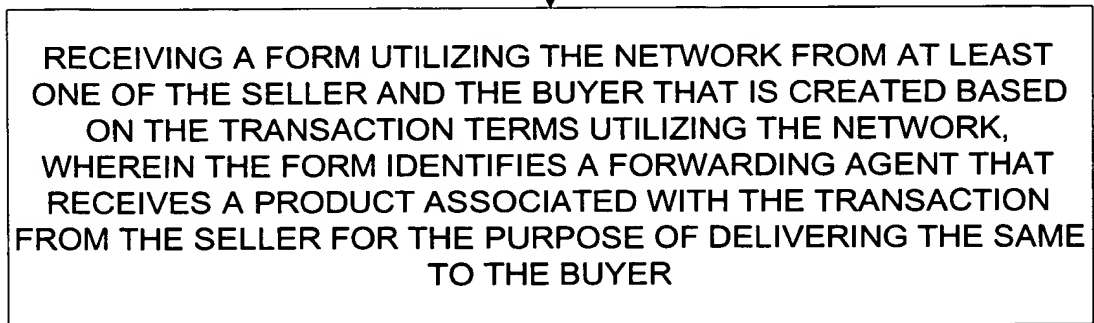


Figure 73

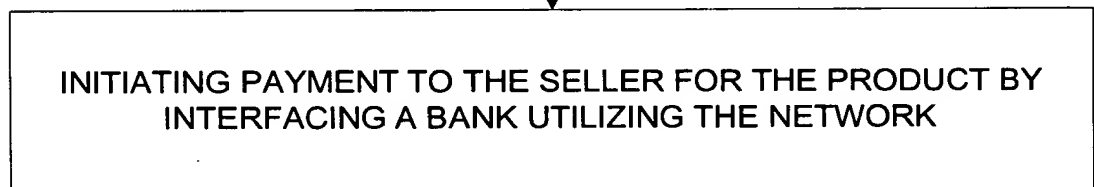
7400



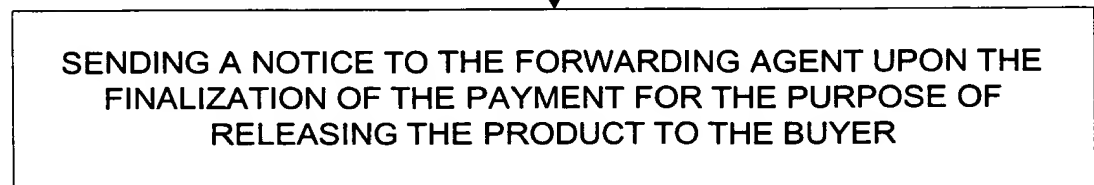
7402



7404



7406



7408

Figure 74

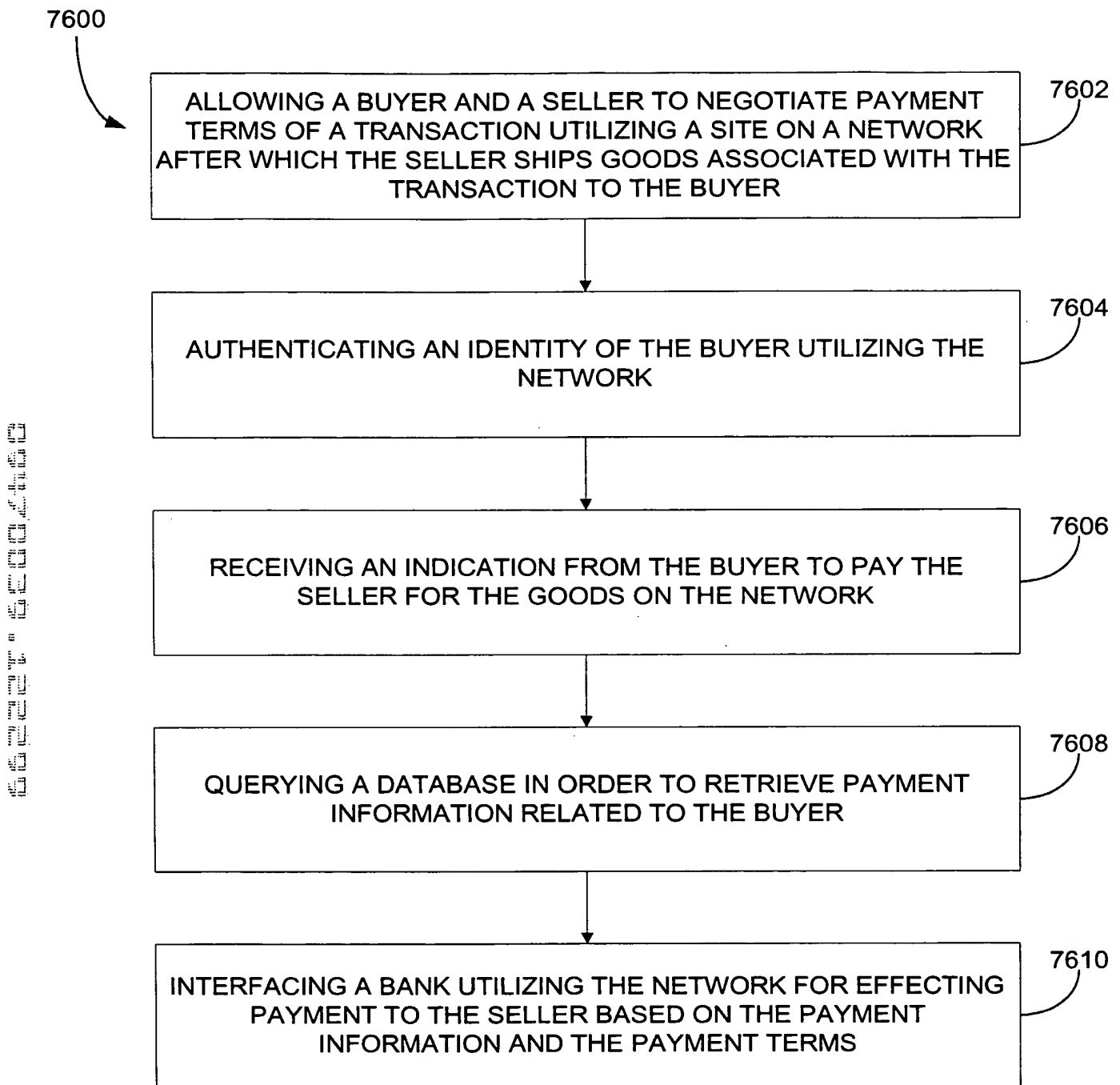


Figure 76

ePayments (Cont.)

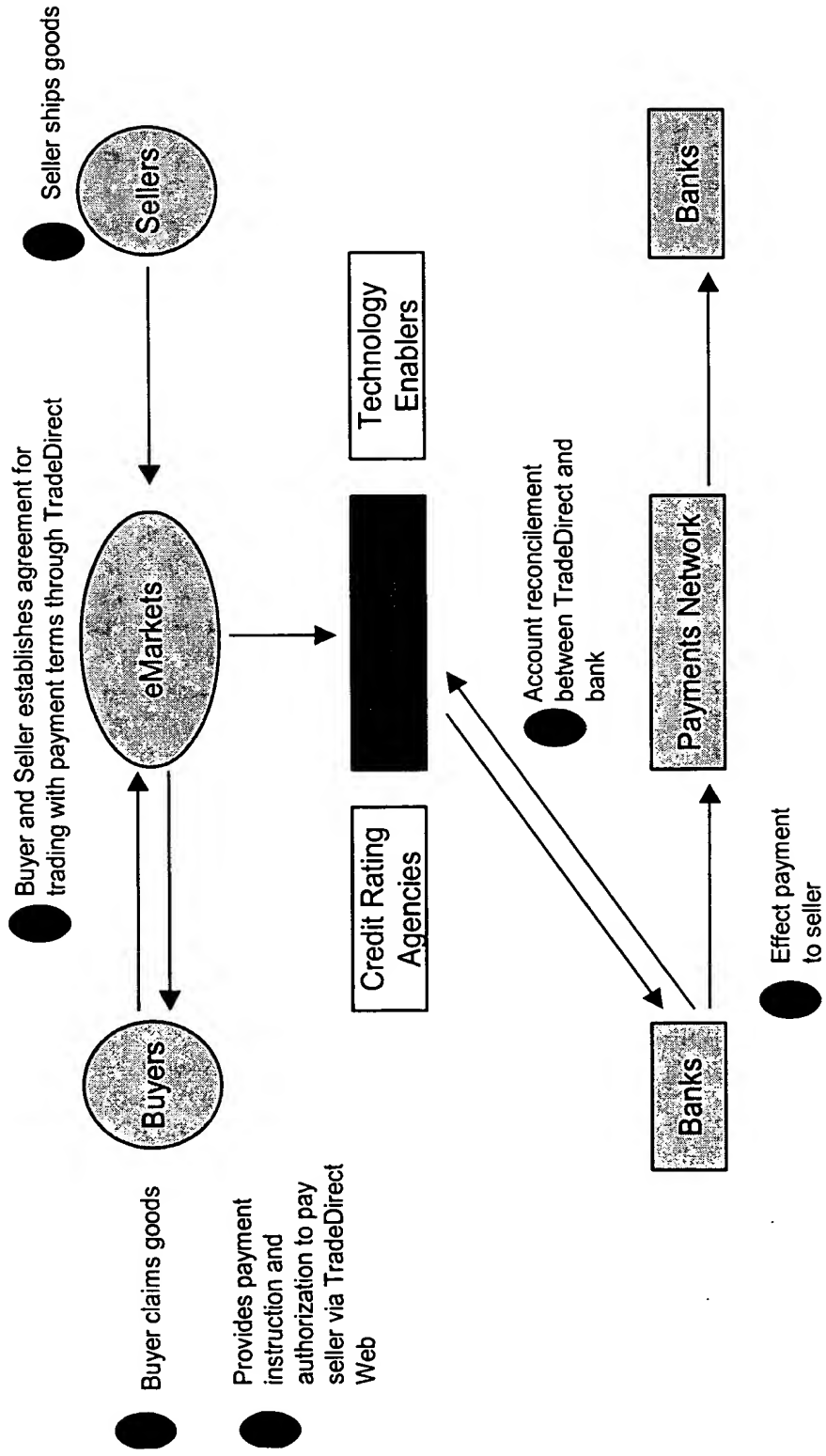


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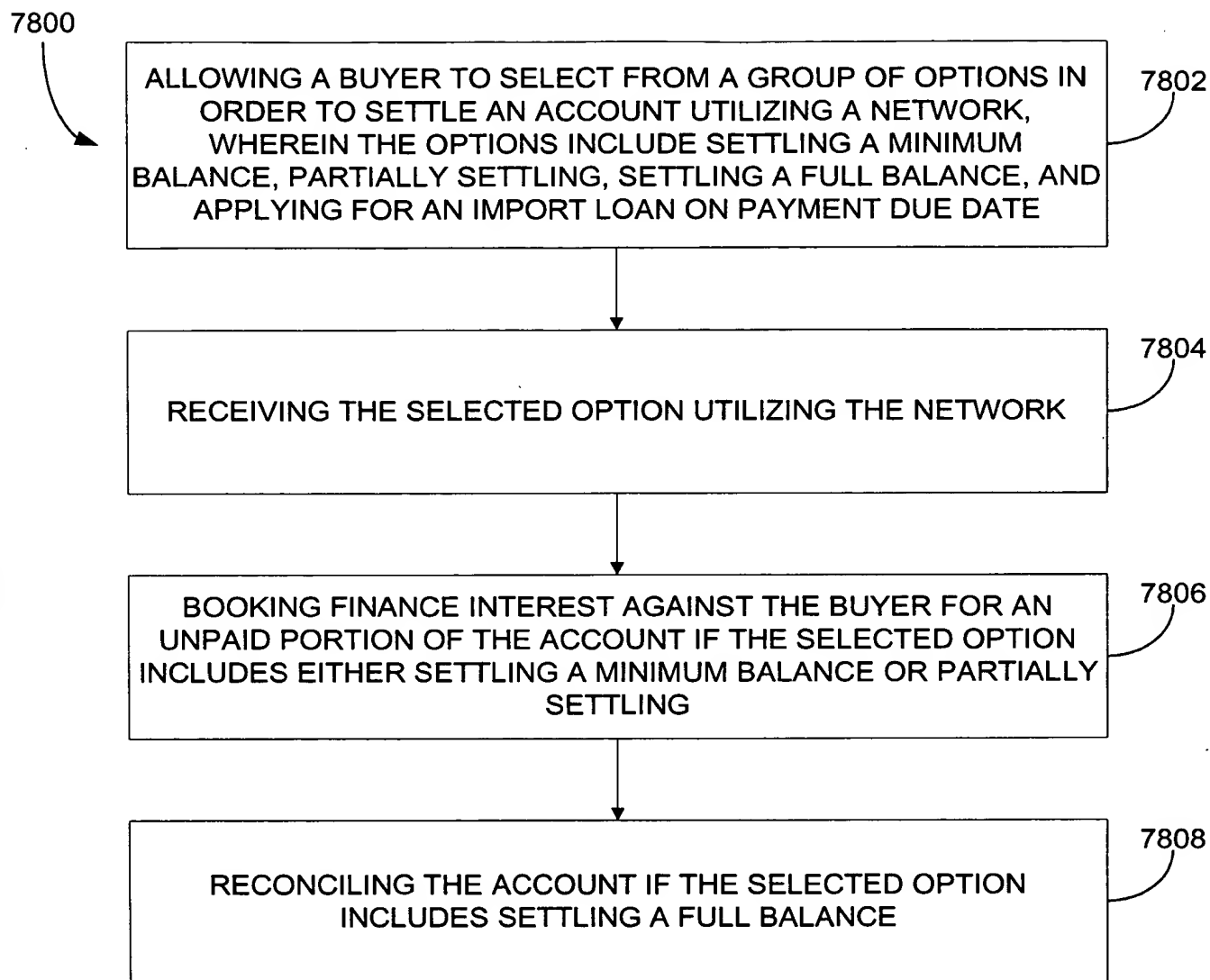


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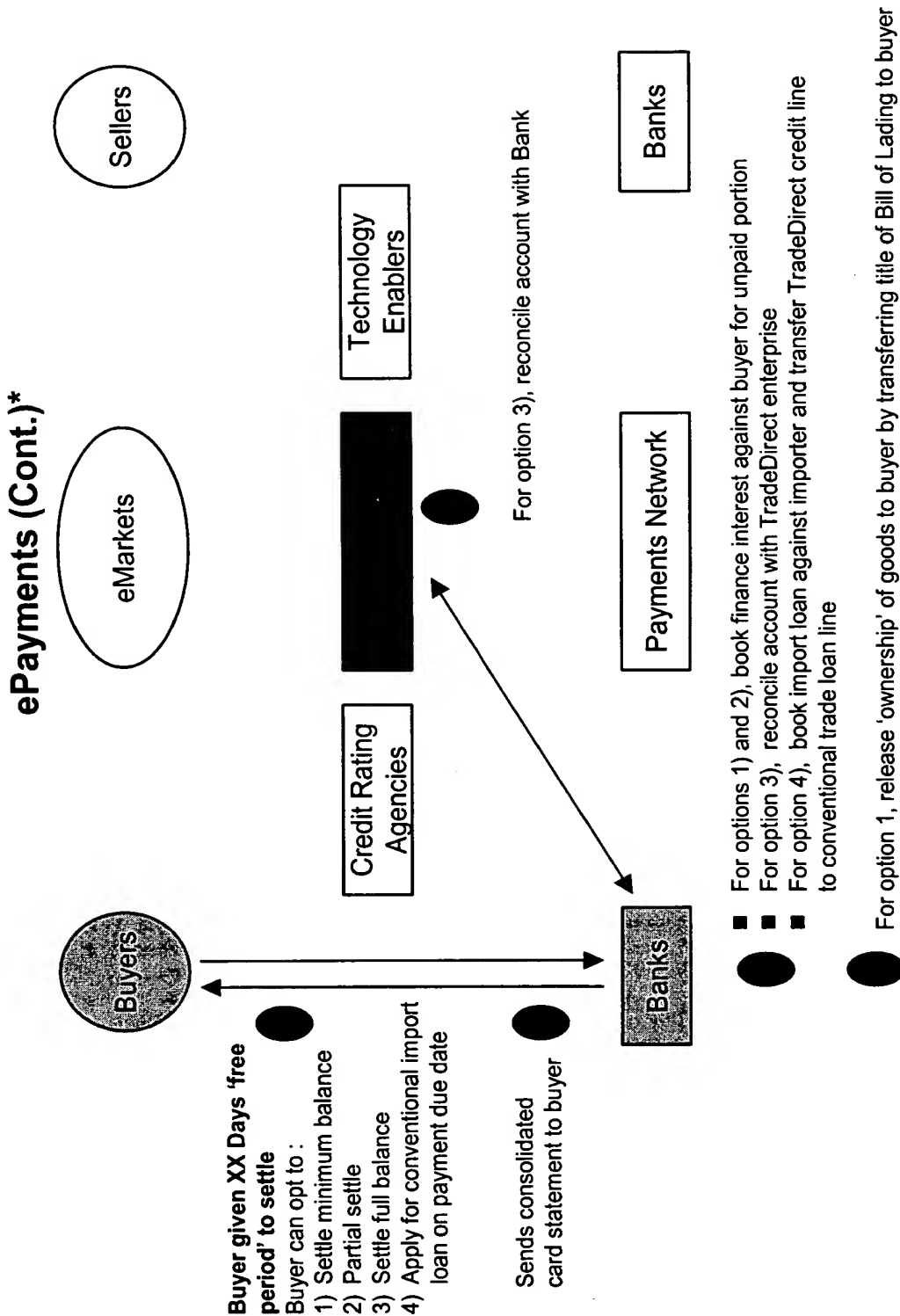


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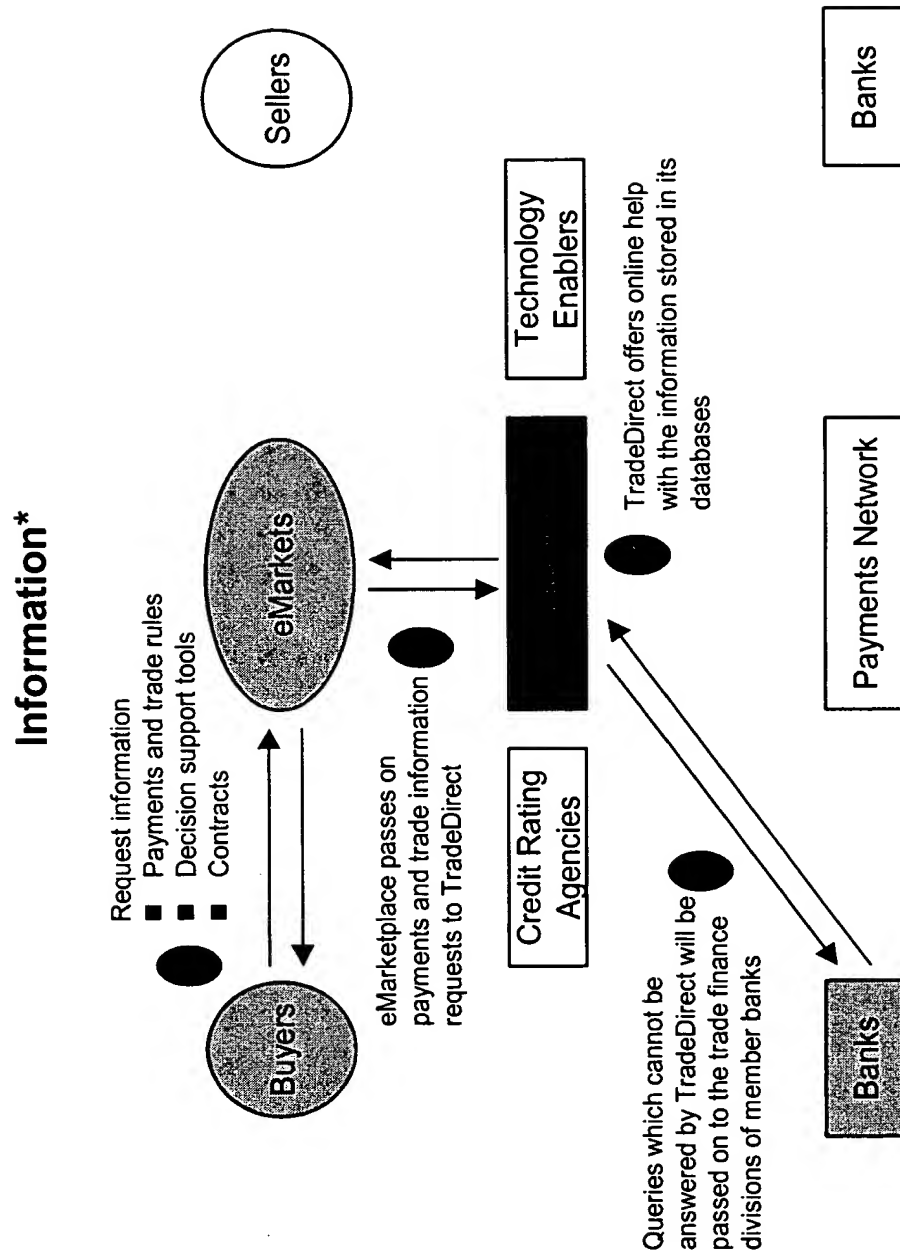


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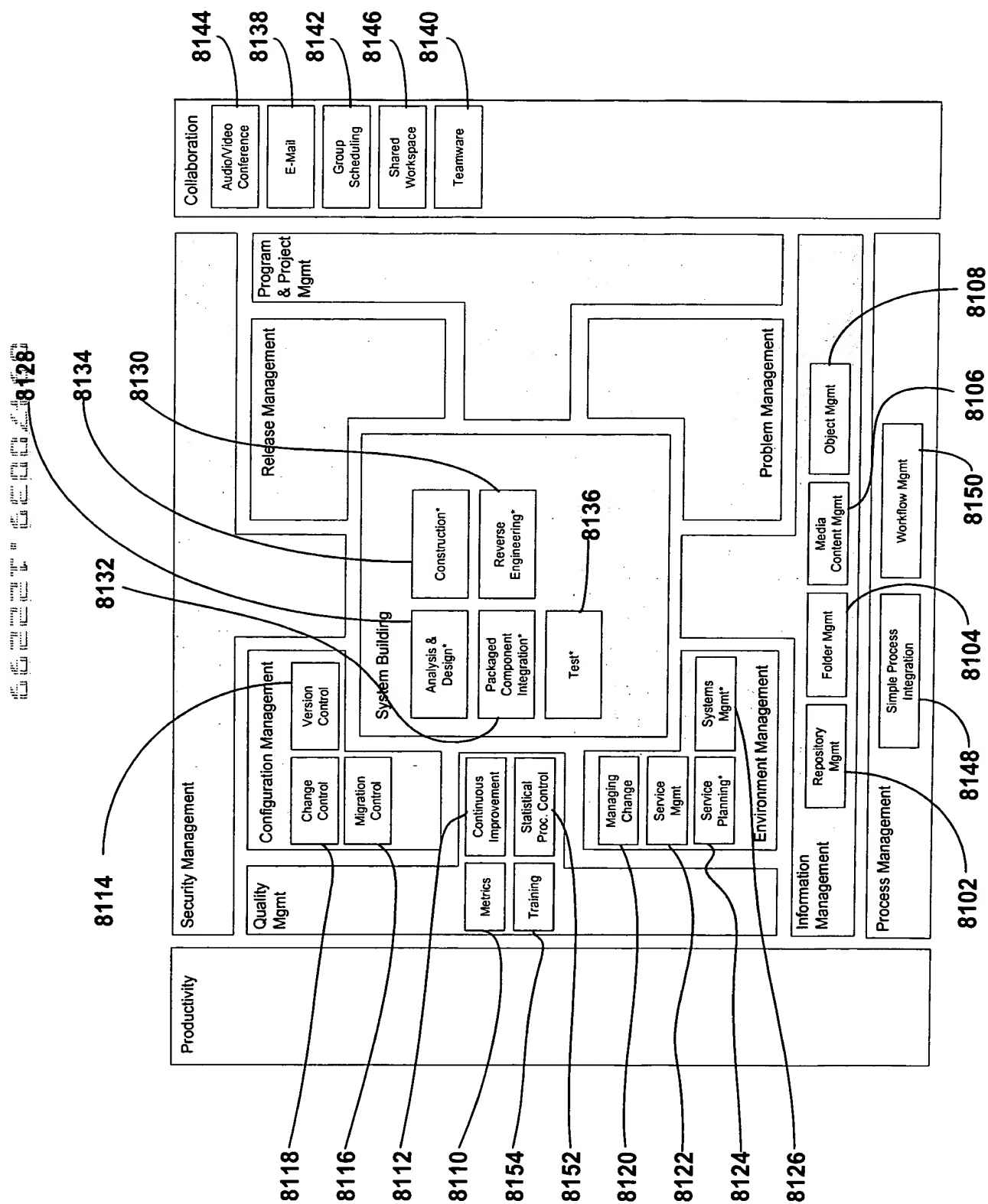


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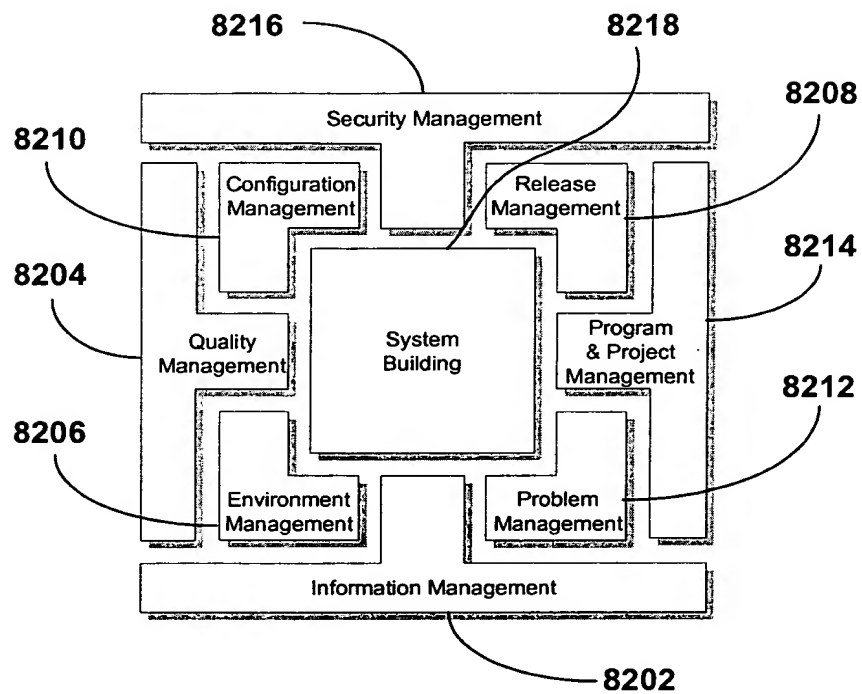


Figure 82

8300 8302 8304 8306

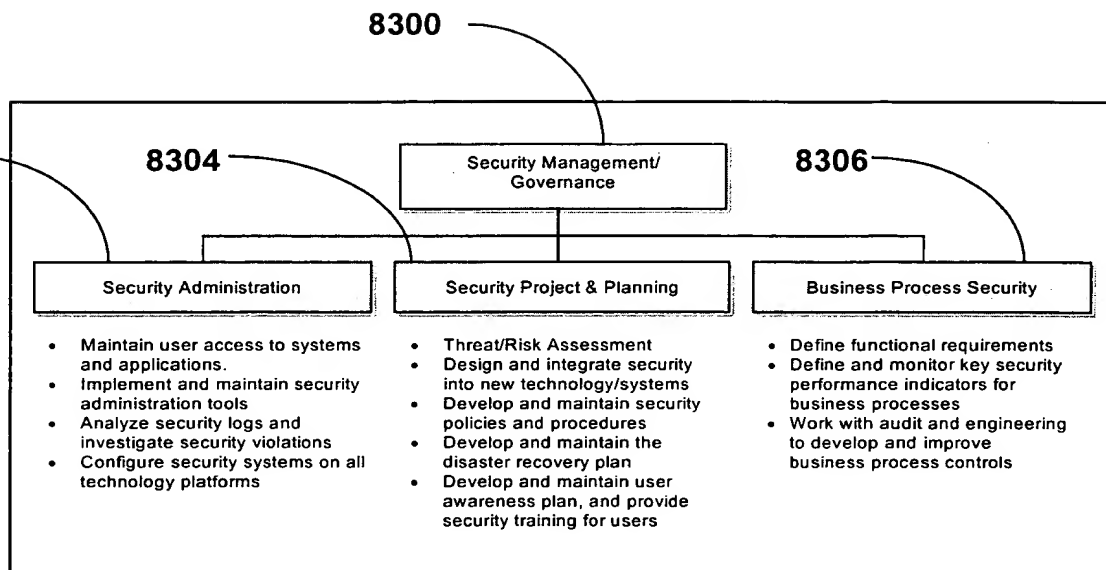


Figure 83

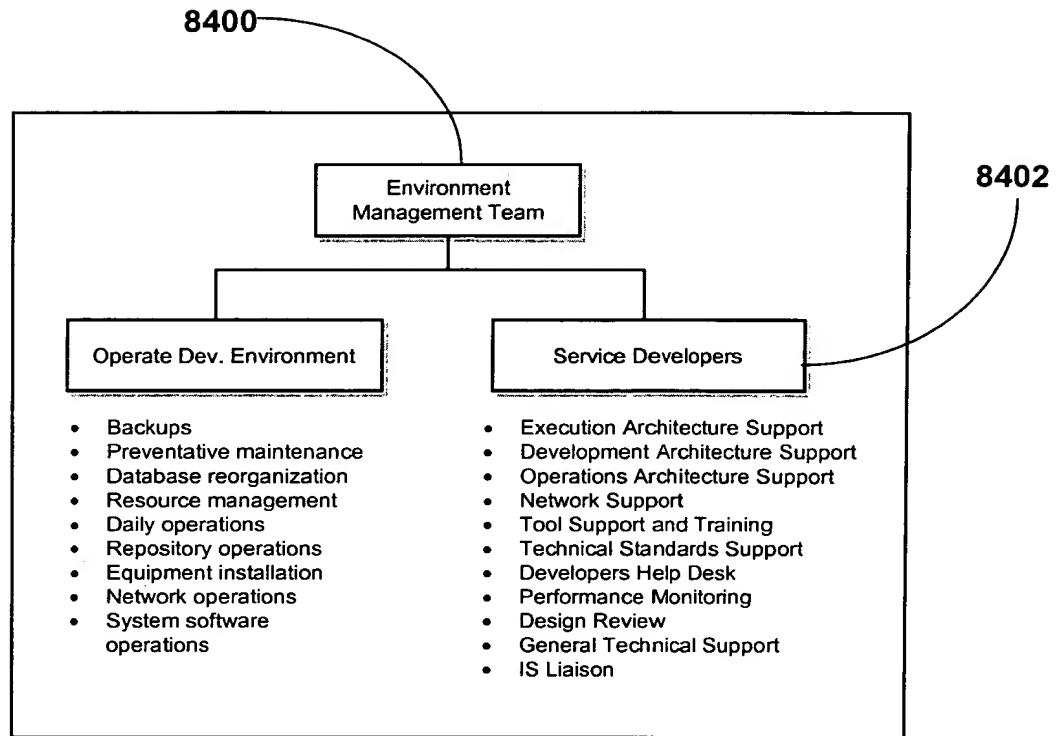


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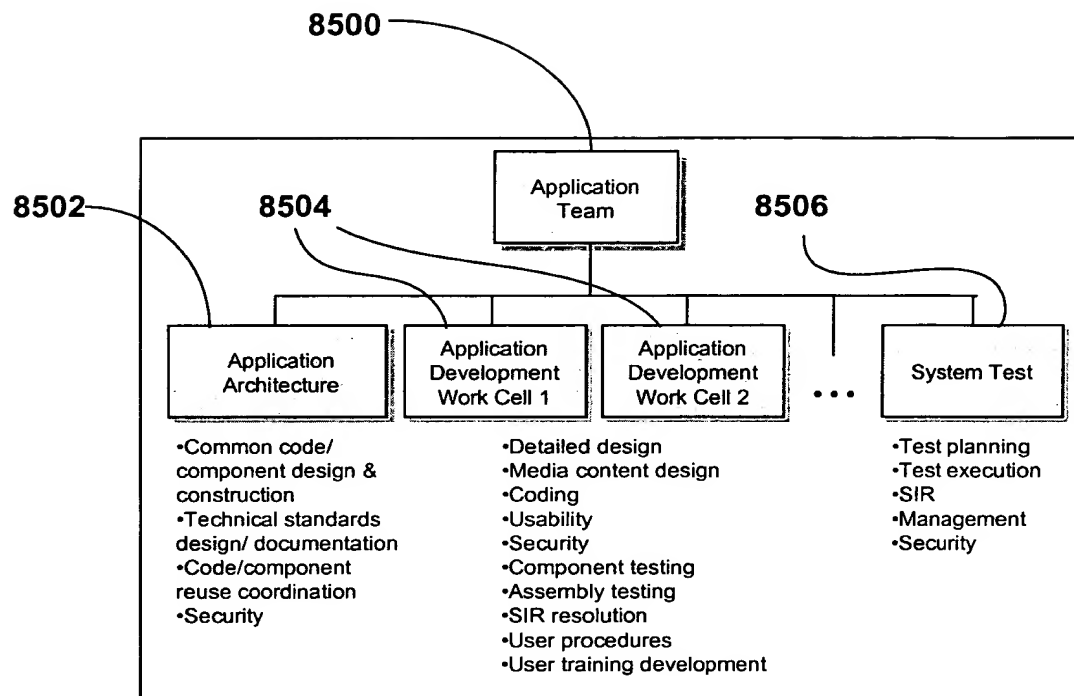


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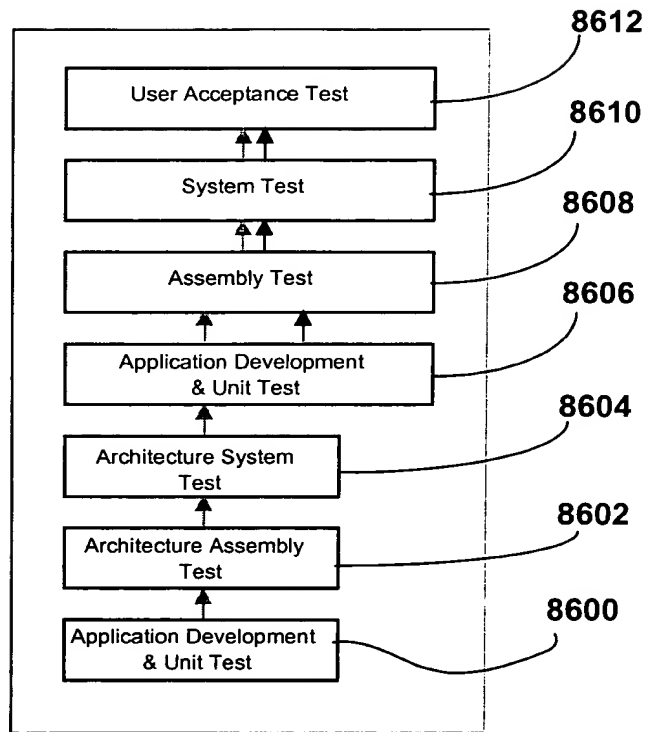


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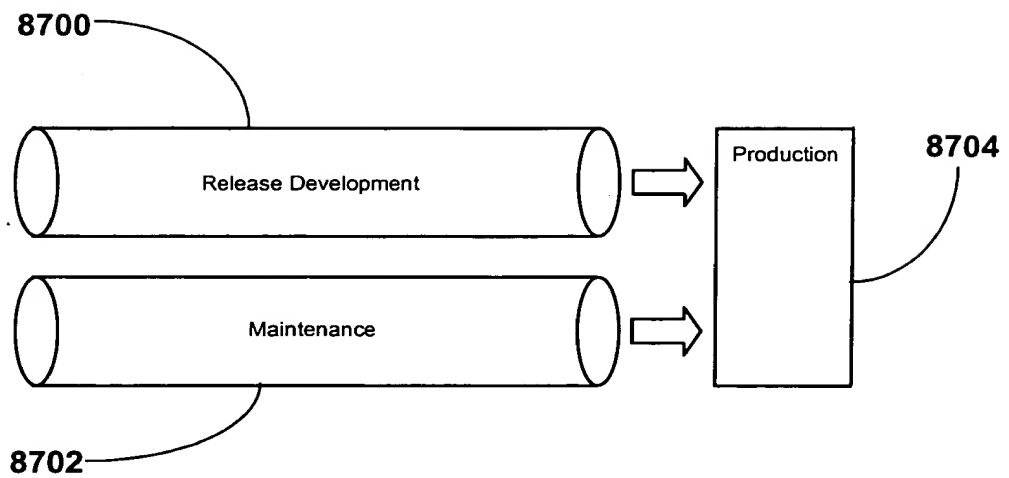


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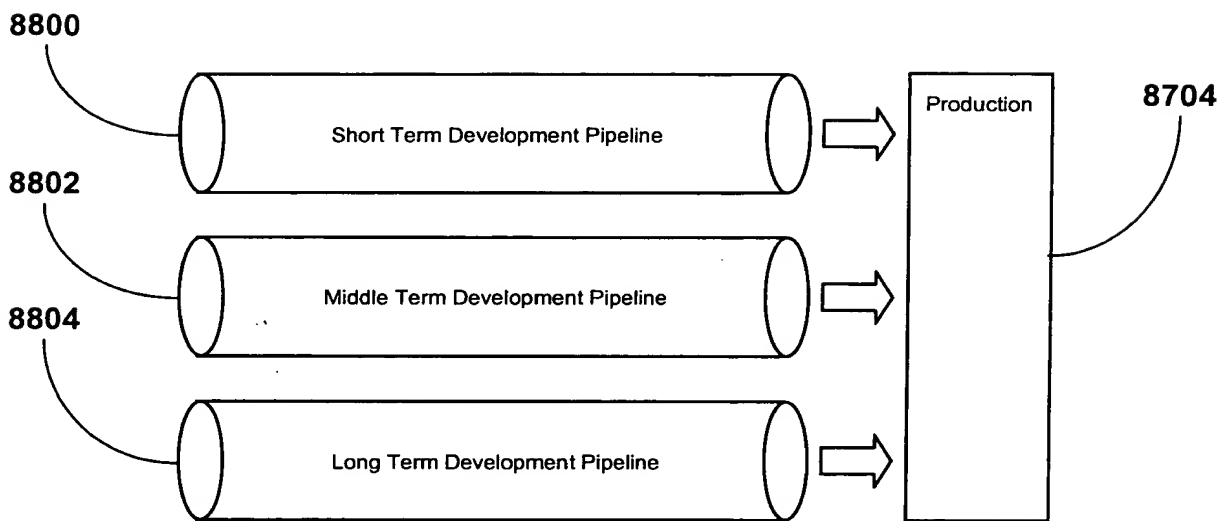


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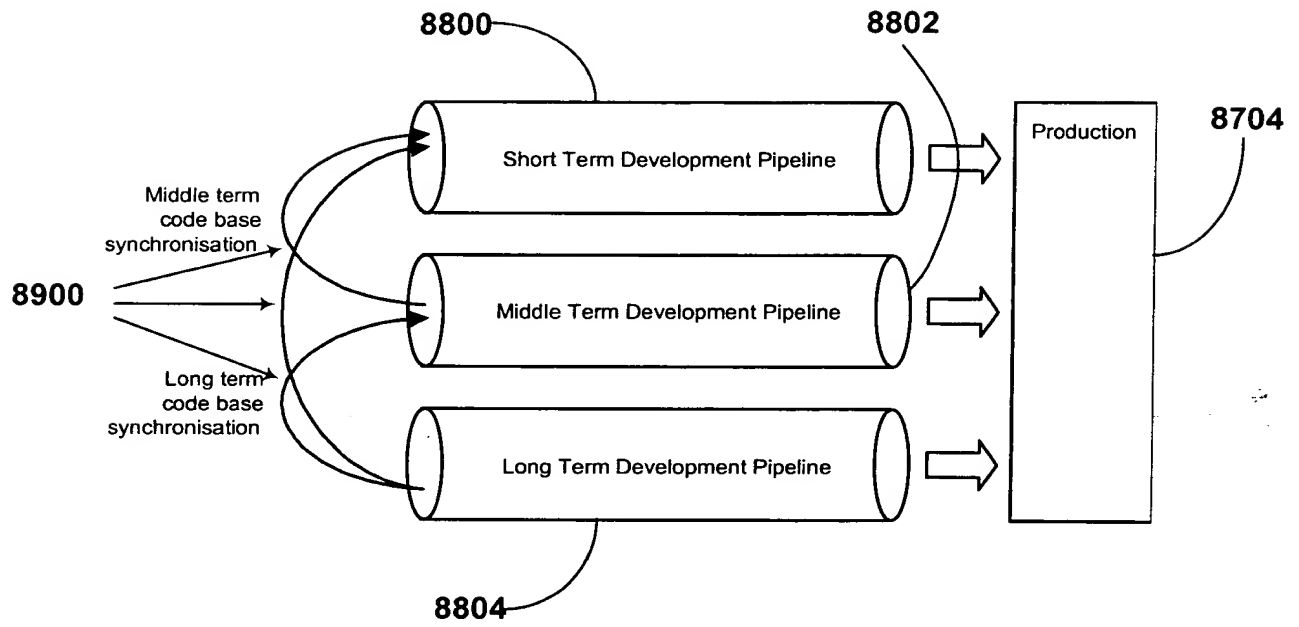


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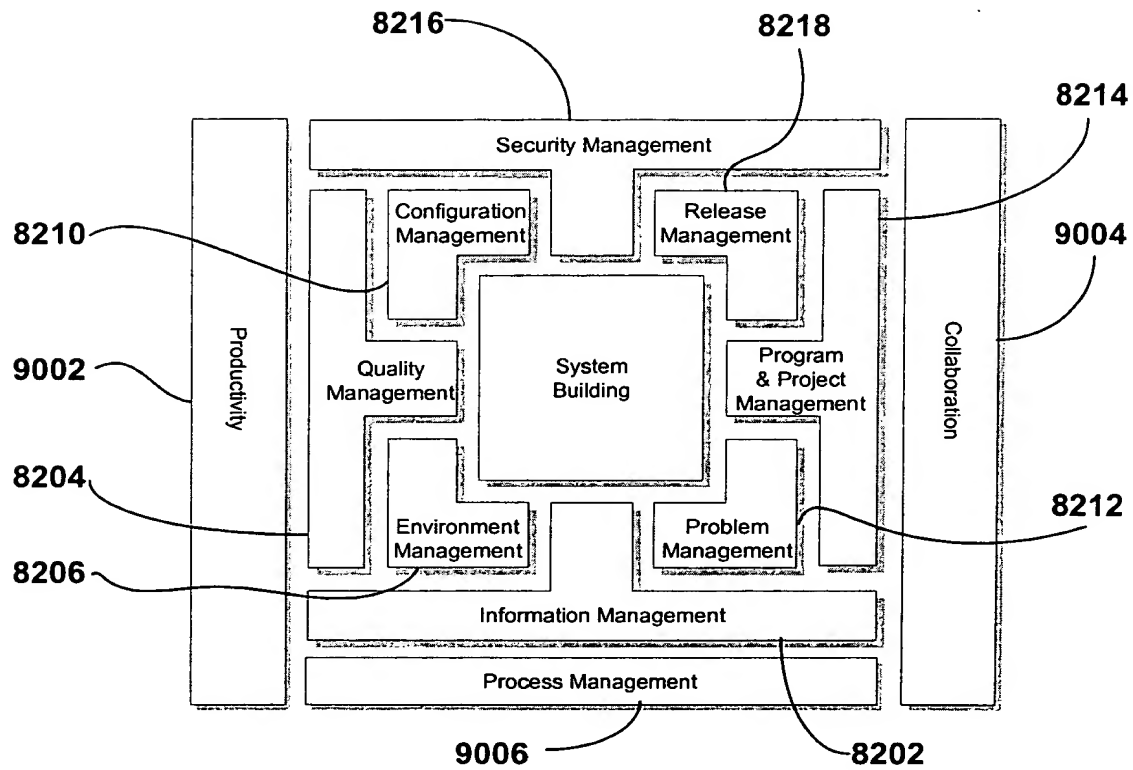


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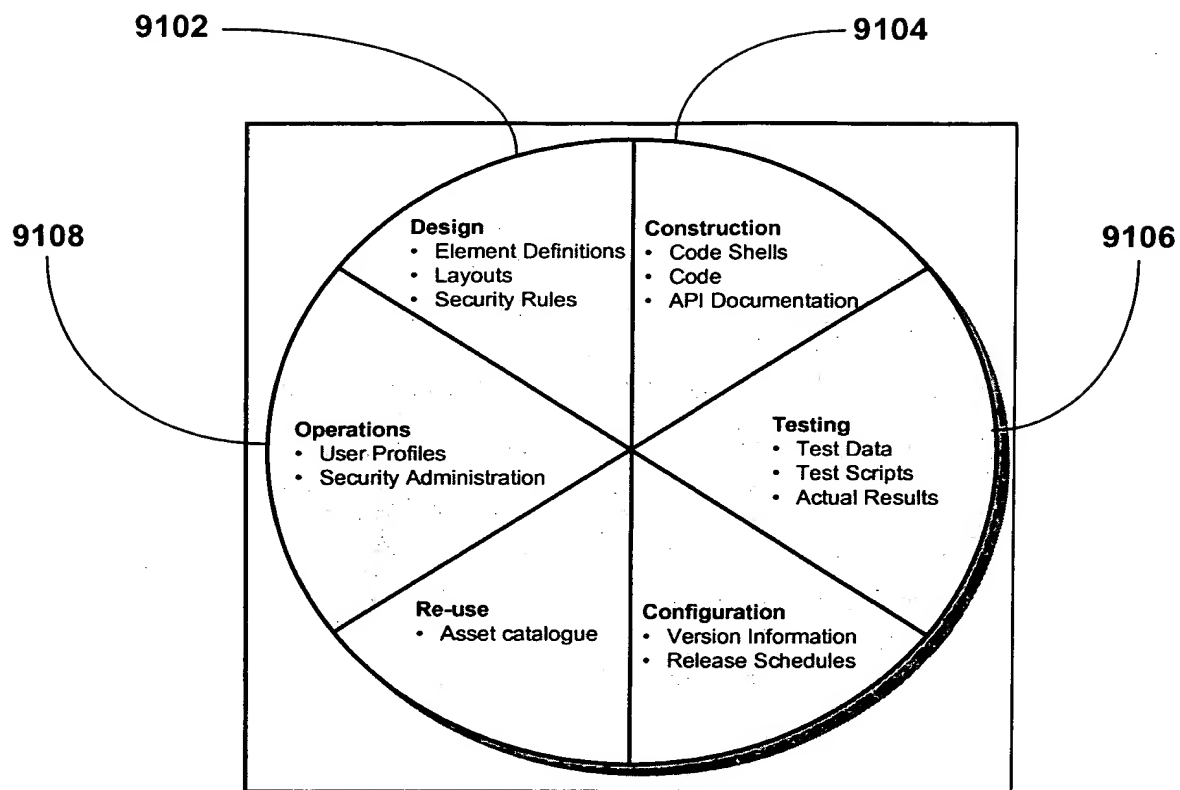


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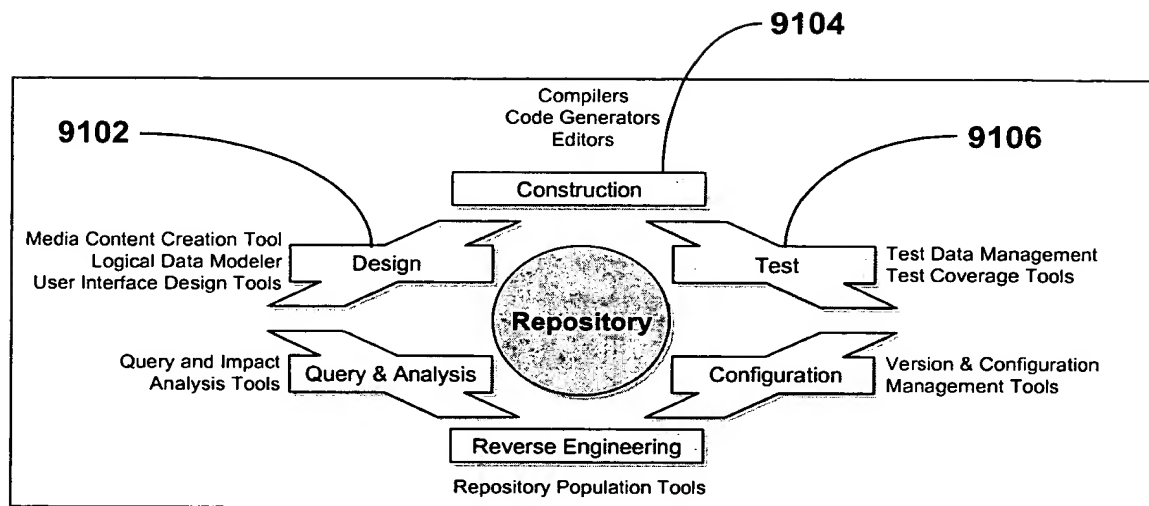


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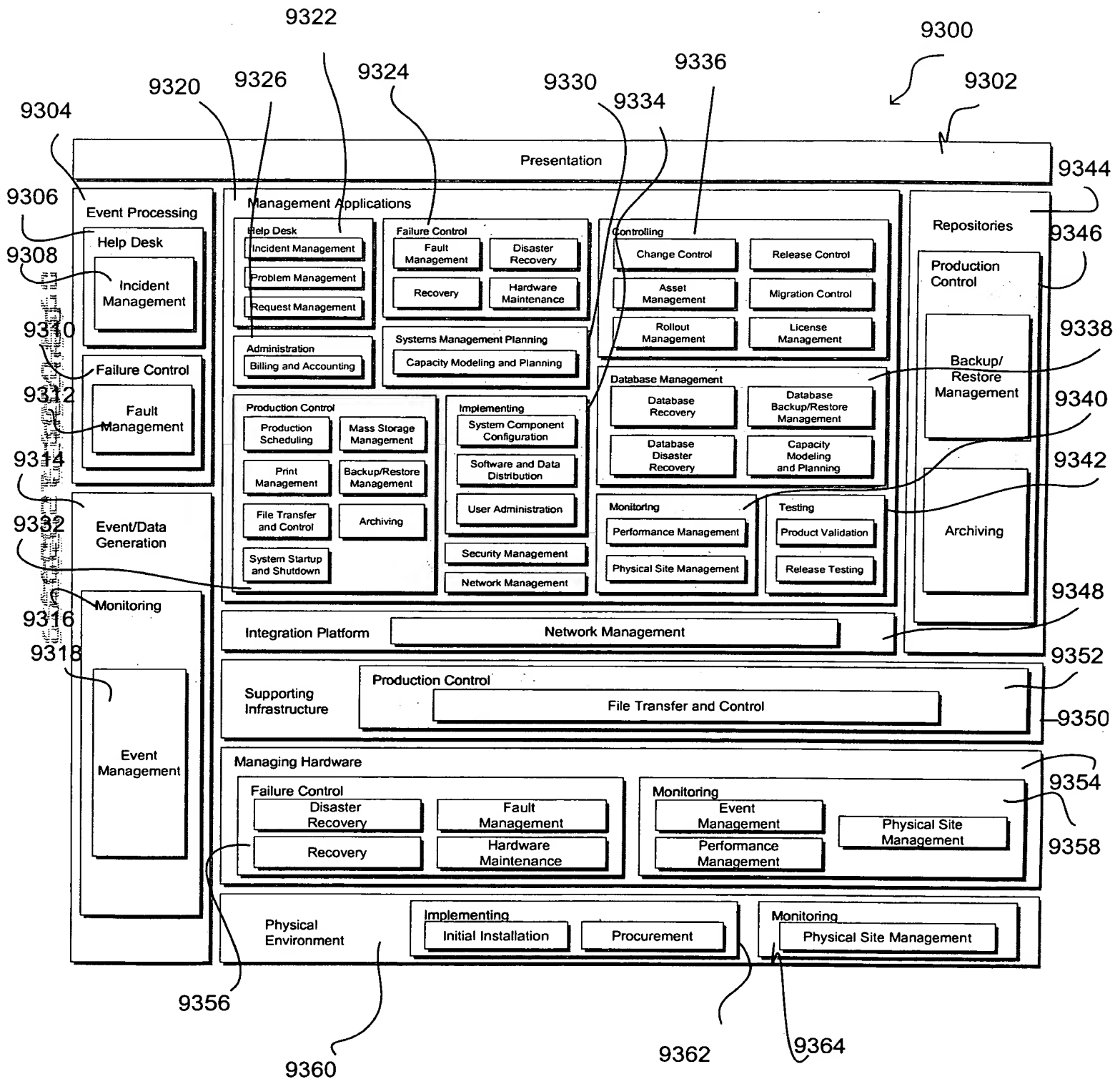


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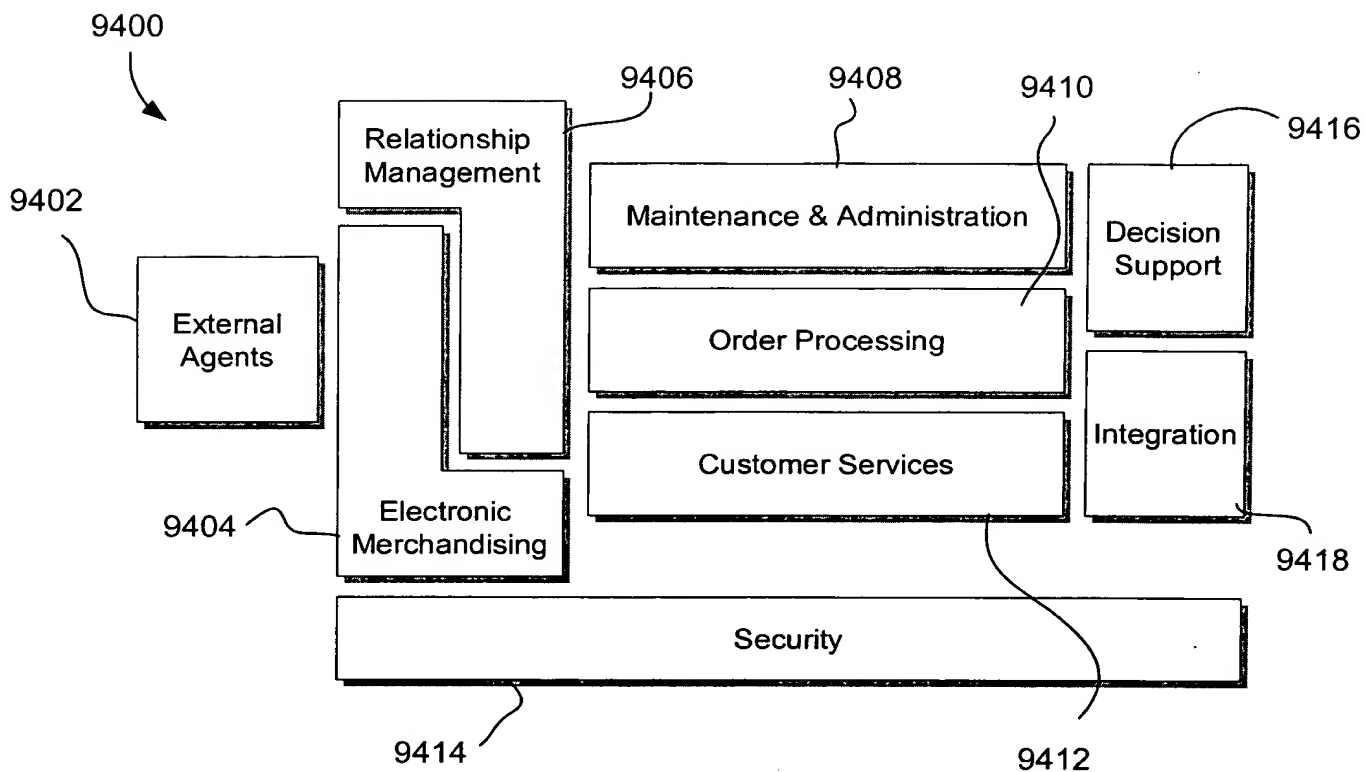


Figure 94

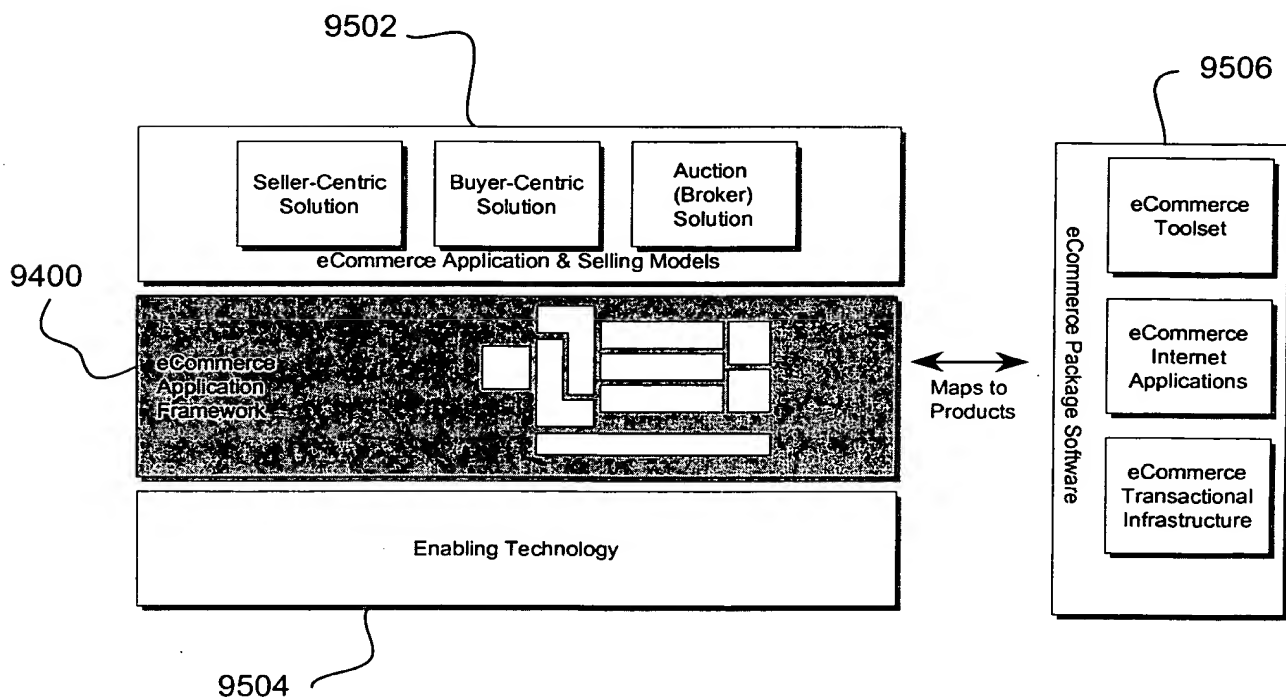


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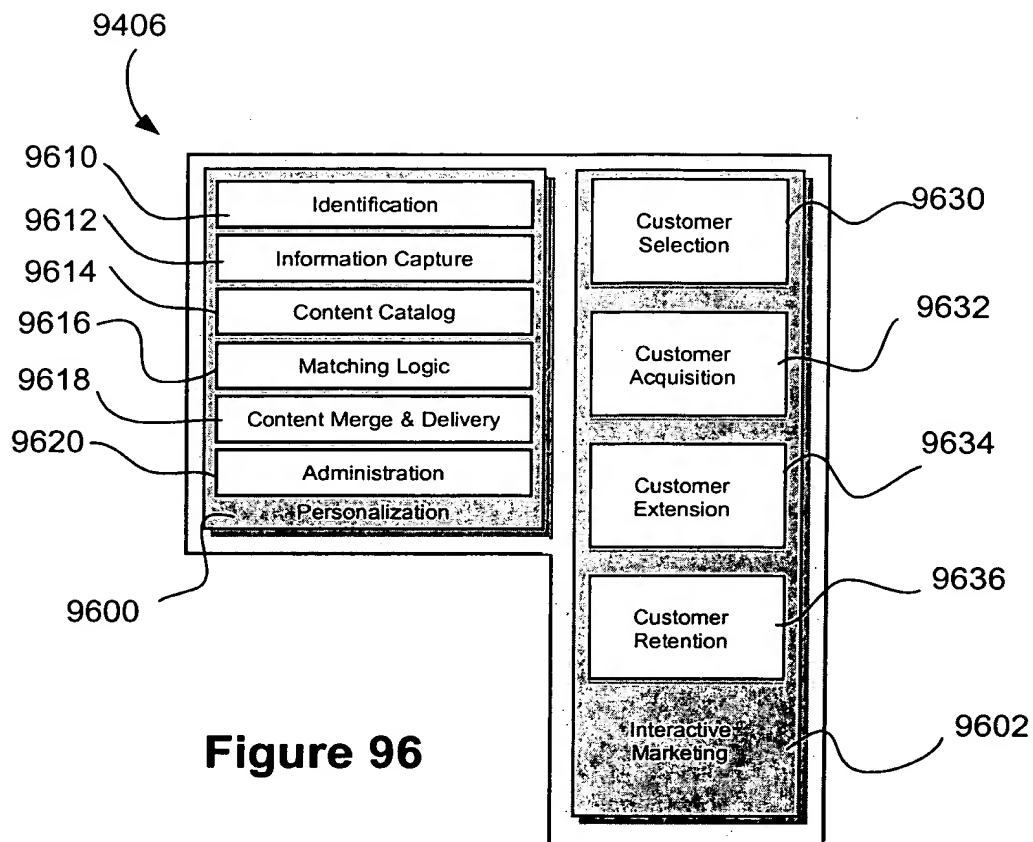


Figure 96

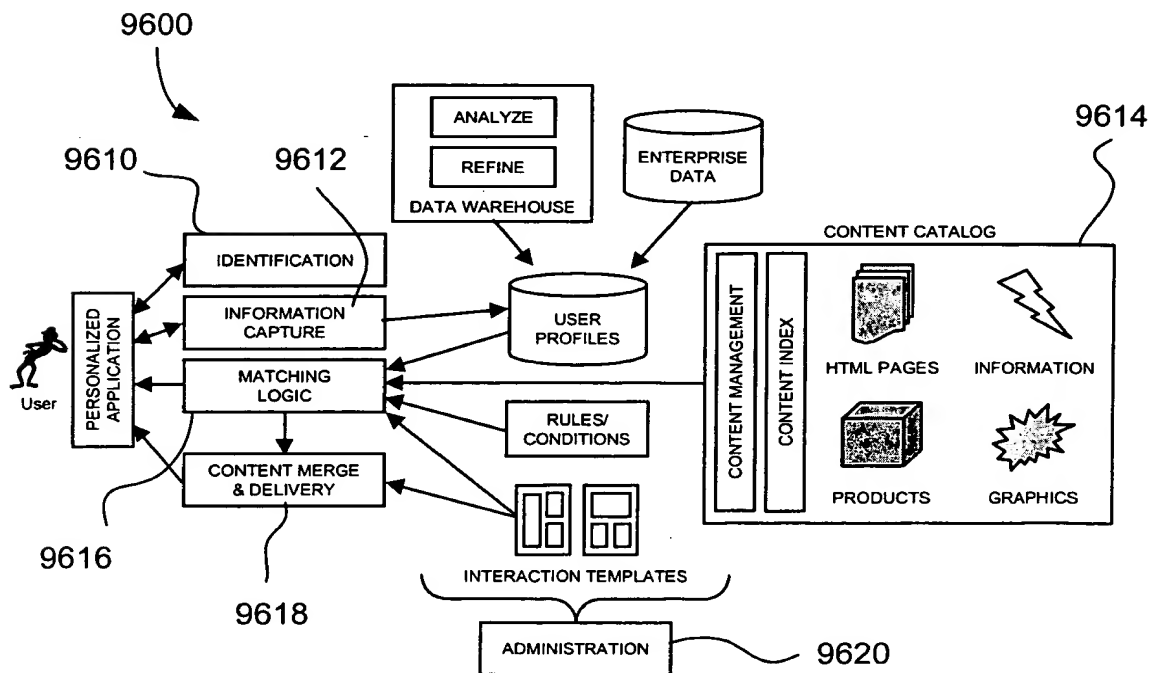


Figure 97

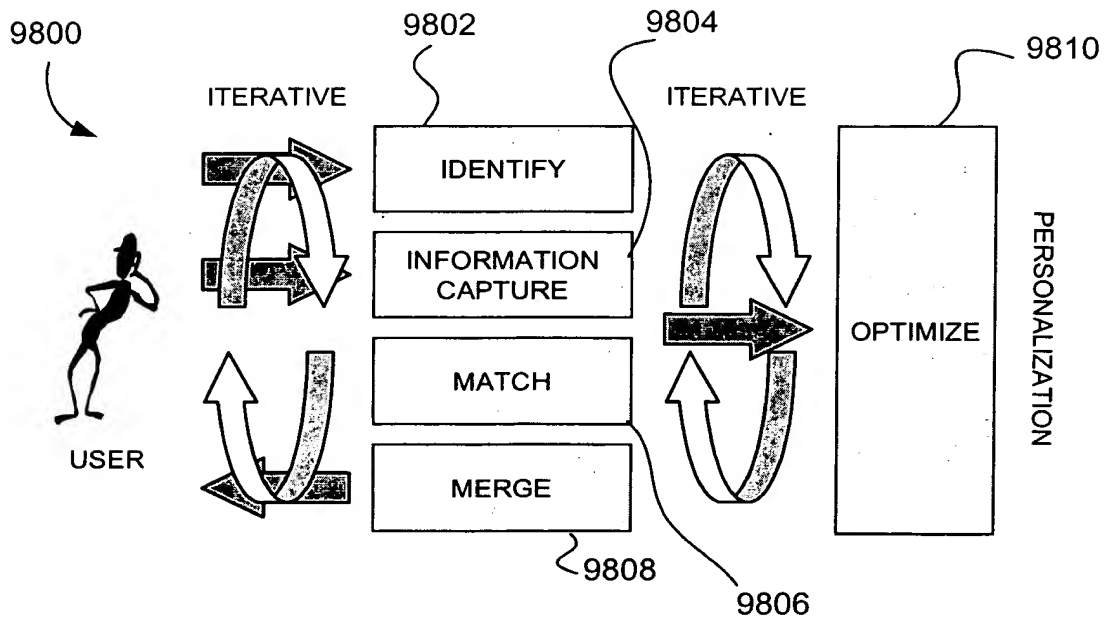


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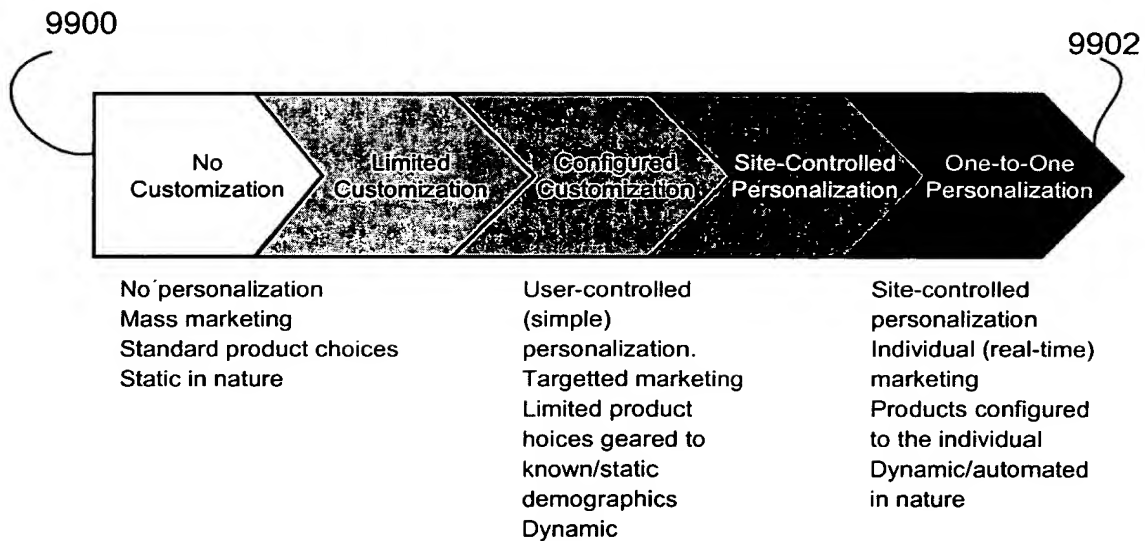


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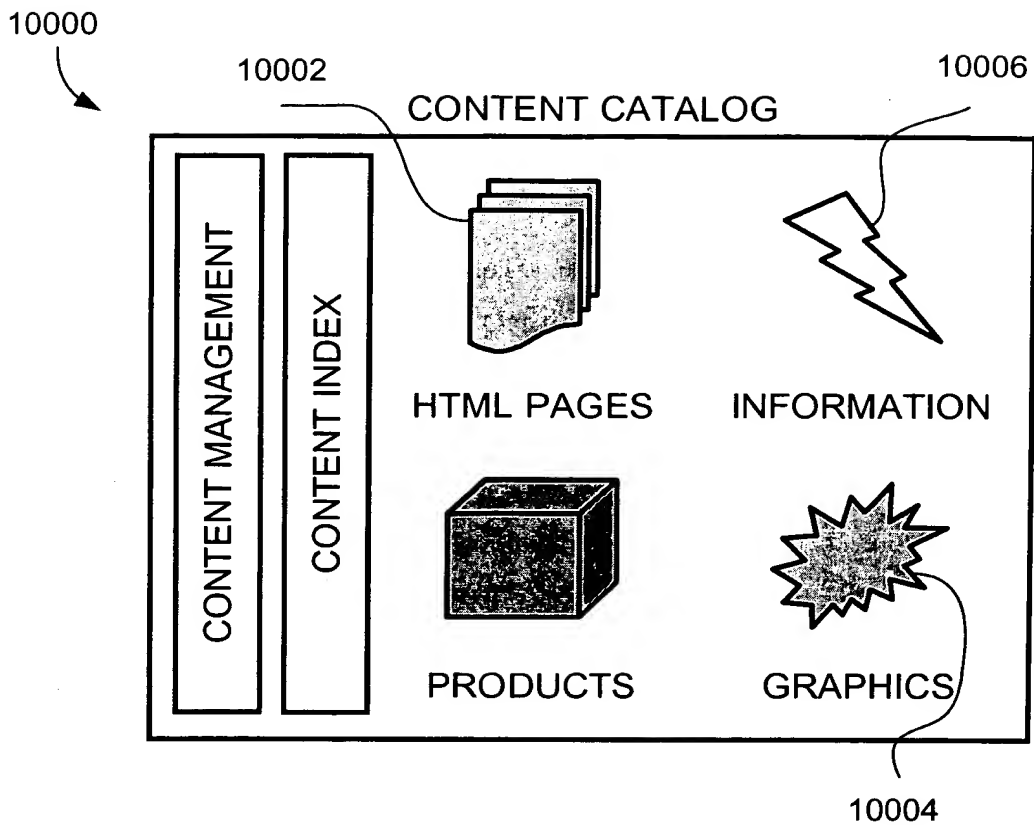


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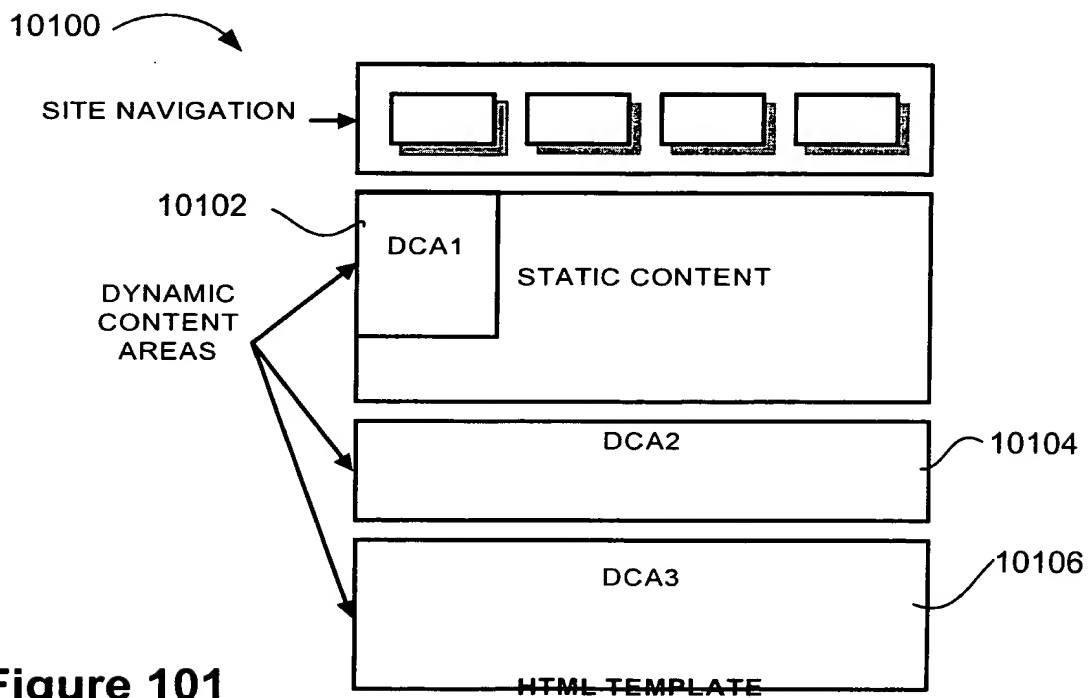


Figure 101

10300

MONITORING OPERATION OF ENTITIES SELECTED FROM THE GROUP CONSISTING OF SERVER PROCESSES, DISK SPACE, MEMORY AVAILABILITY, CPU UTILIZATION, ACCESS TIME TO A SERVER, AND A NUMBER OF CONNECTIONS IN AN E-COMMERCE SYSTEM

10302

UPDATING ITEMS SELECTED FROM THE GROUP CONSISTING OF MERCHANDISING CONTENT, CURRENCY EXCHANGE RATES, TAX RATES, AND PRICING IN THE E-COMMERCE SYSTEM AT PREDETERMINED INTERVALS

10304

SYNCHRONIZING EXTERNAL DATA STORED SEPARATELY FROM THE ECOMMERCE SYSTEM WITH INTERNAL DATA STORED ON THE E-COMMERCE SYSTEM

10306

MANAGING CONTACT INFORMATION RECEIVED FROM USERS OF THE E-COMMERCE SYSTEM

10308

ALTERING THE ITEMS BASED ON PROFILES OF THE USERS OF THE E-COMMERCE SYSTEM

10310

Figure 103

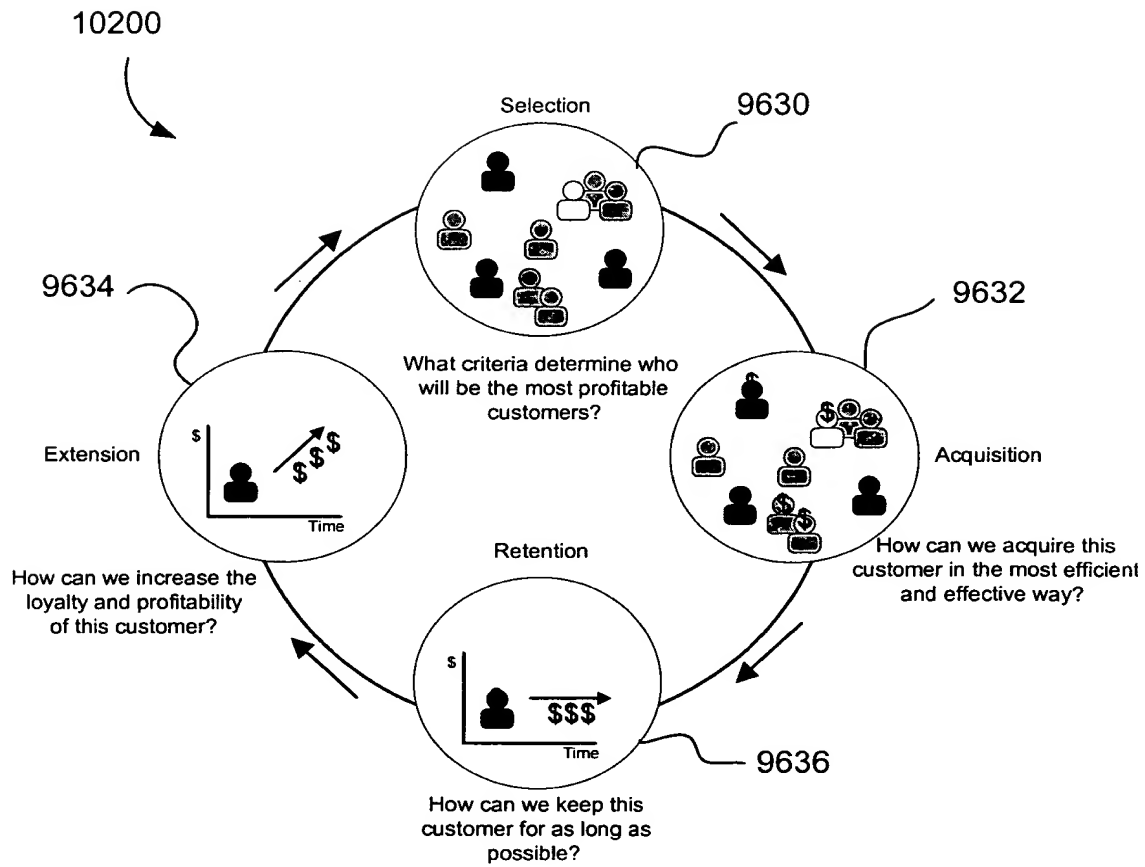


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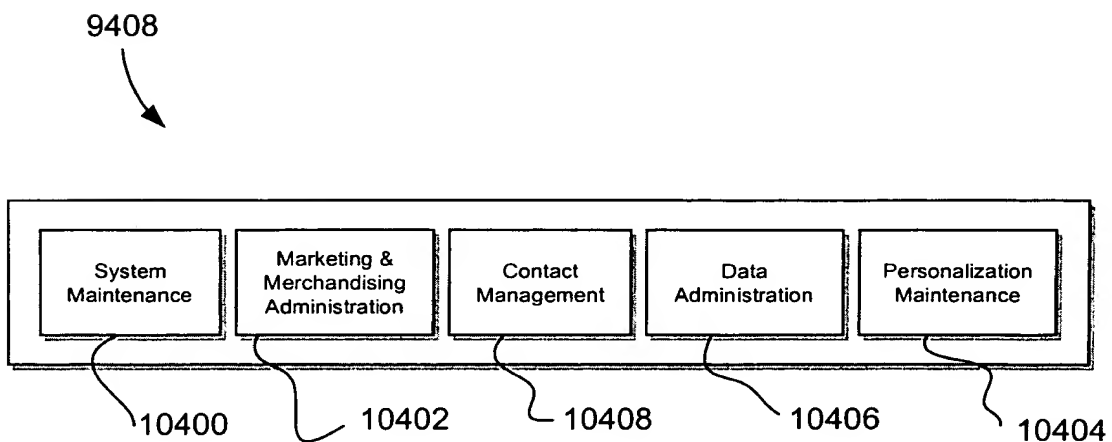


Figure 104

9410

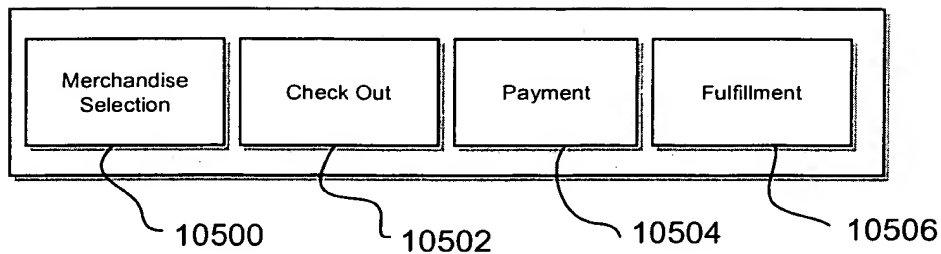


Figure 105

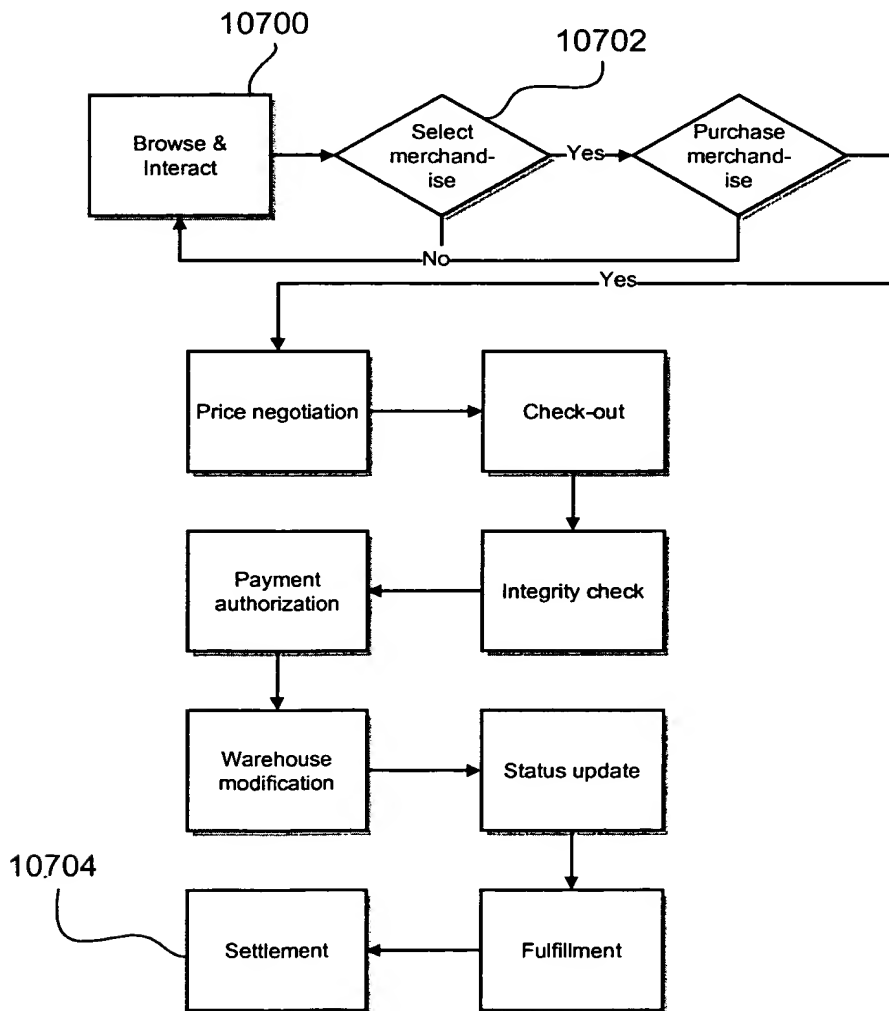


Figure 107

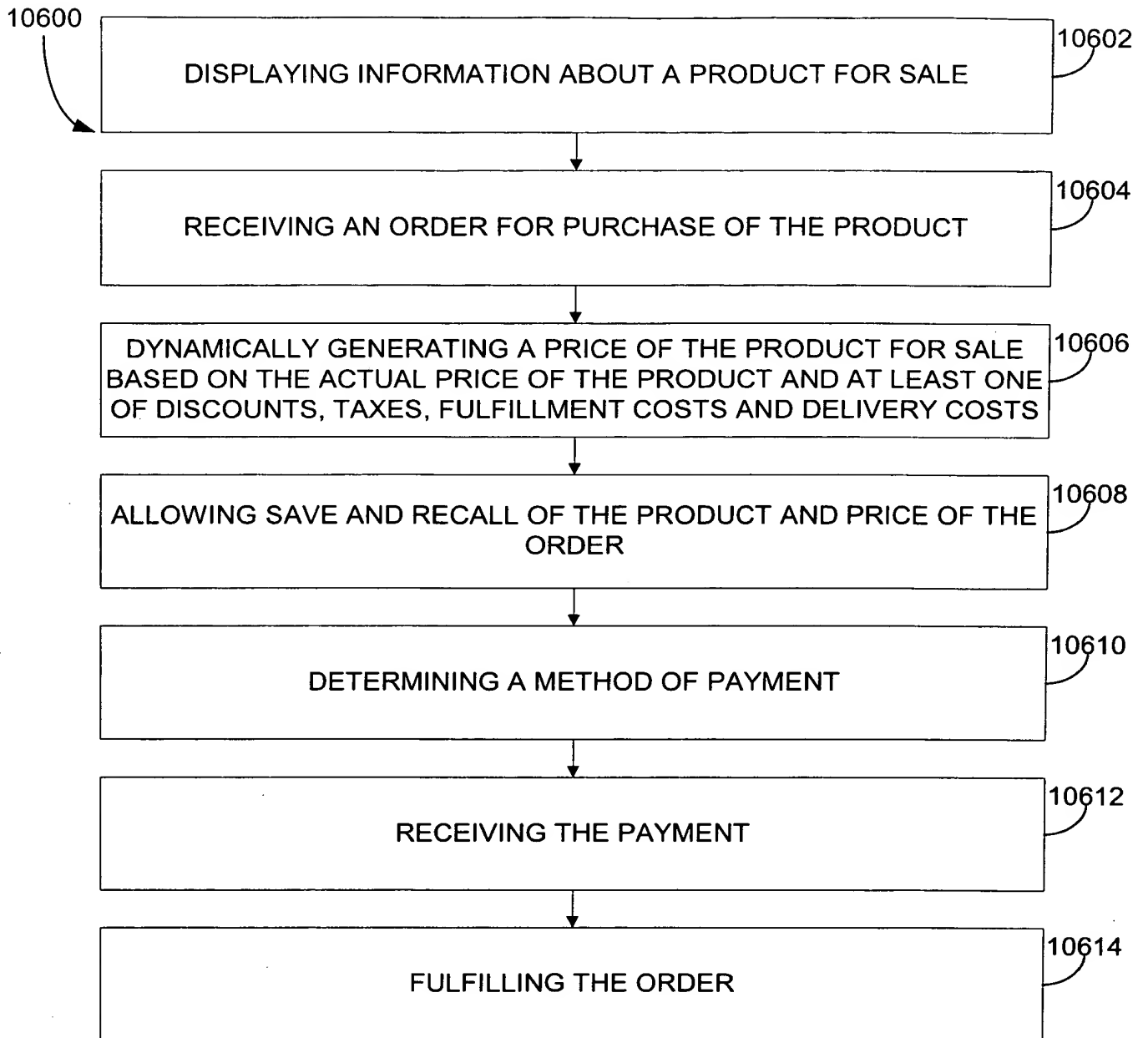


Figure 106

10800

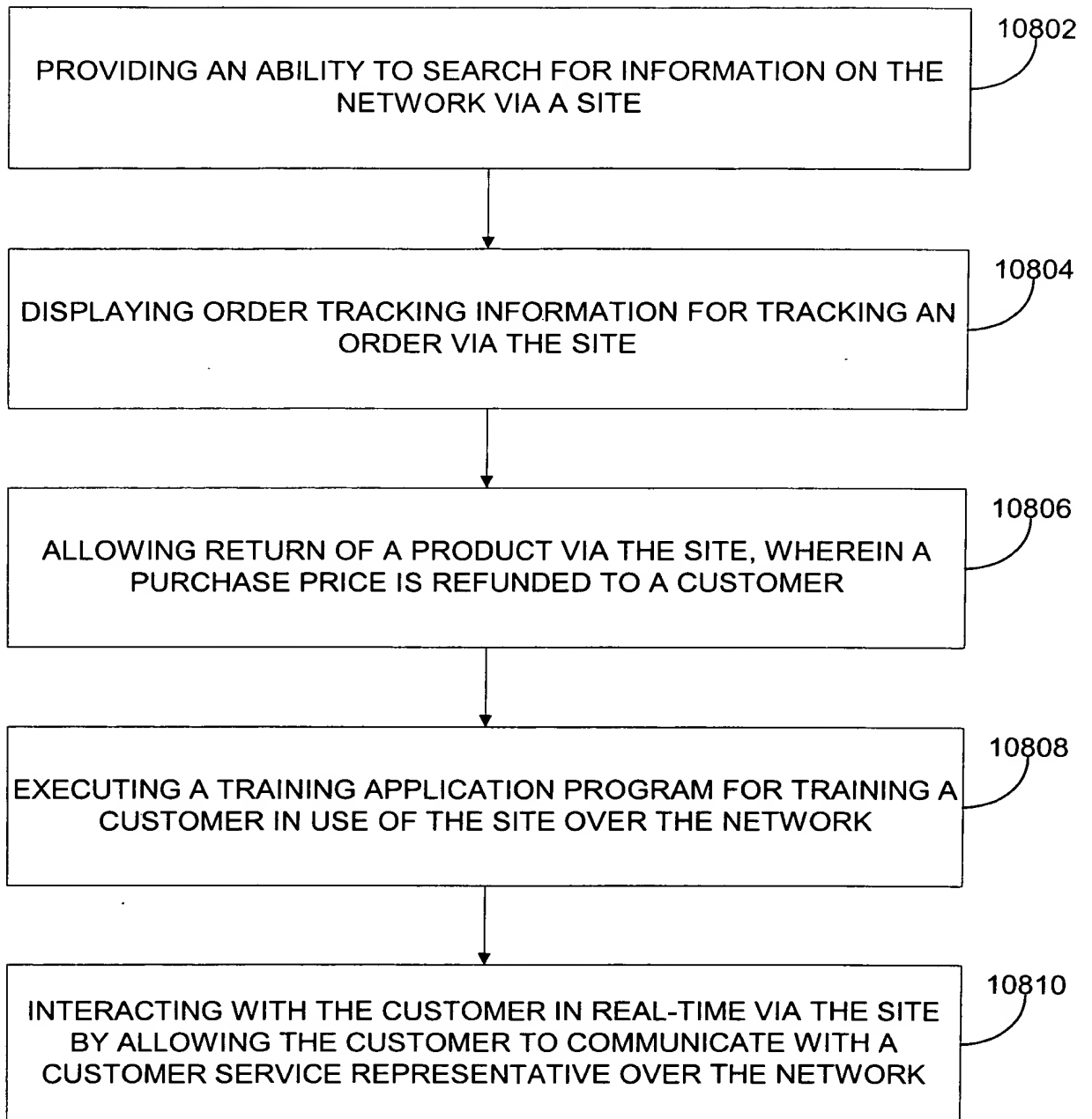


Figure 108

9412

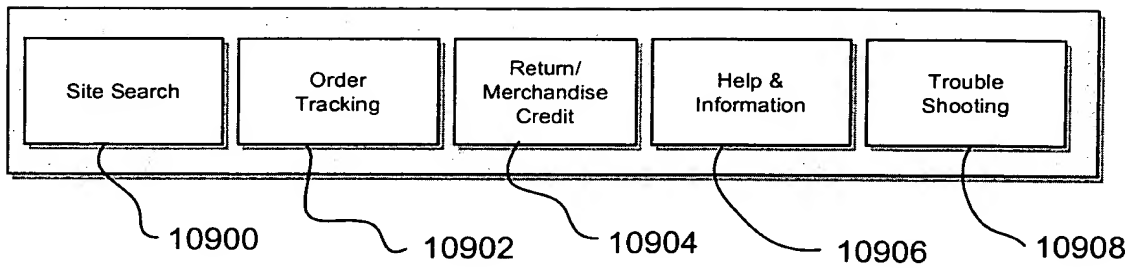


Figure 109

9414

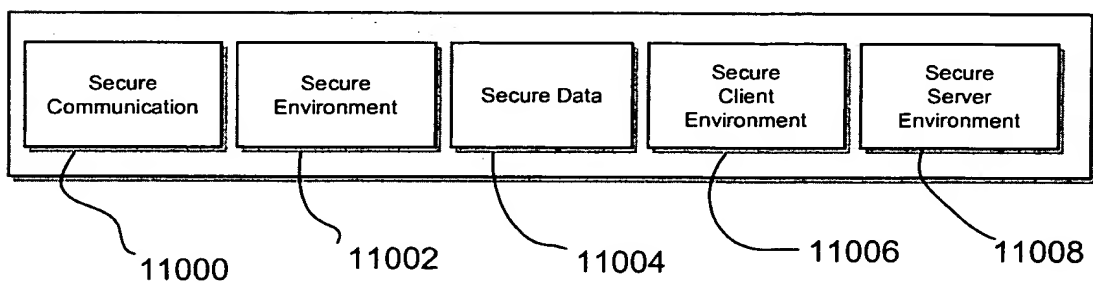


Figure 110

11100

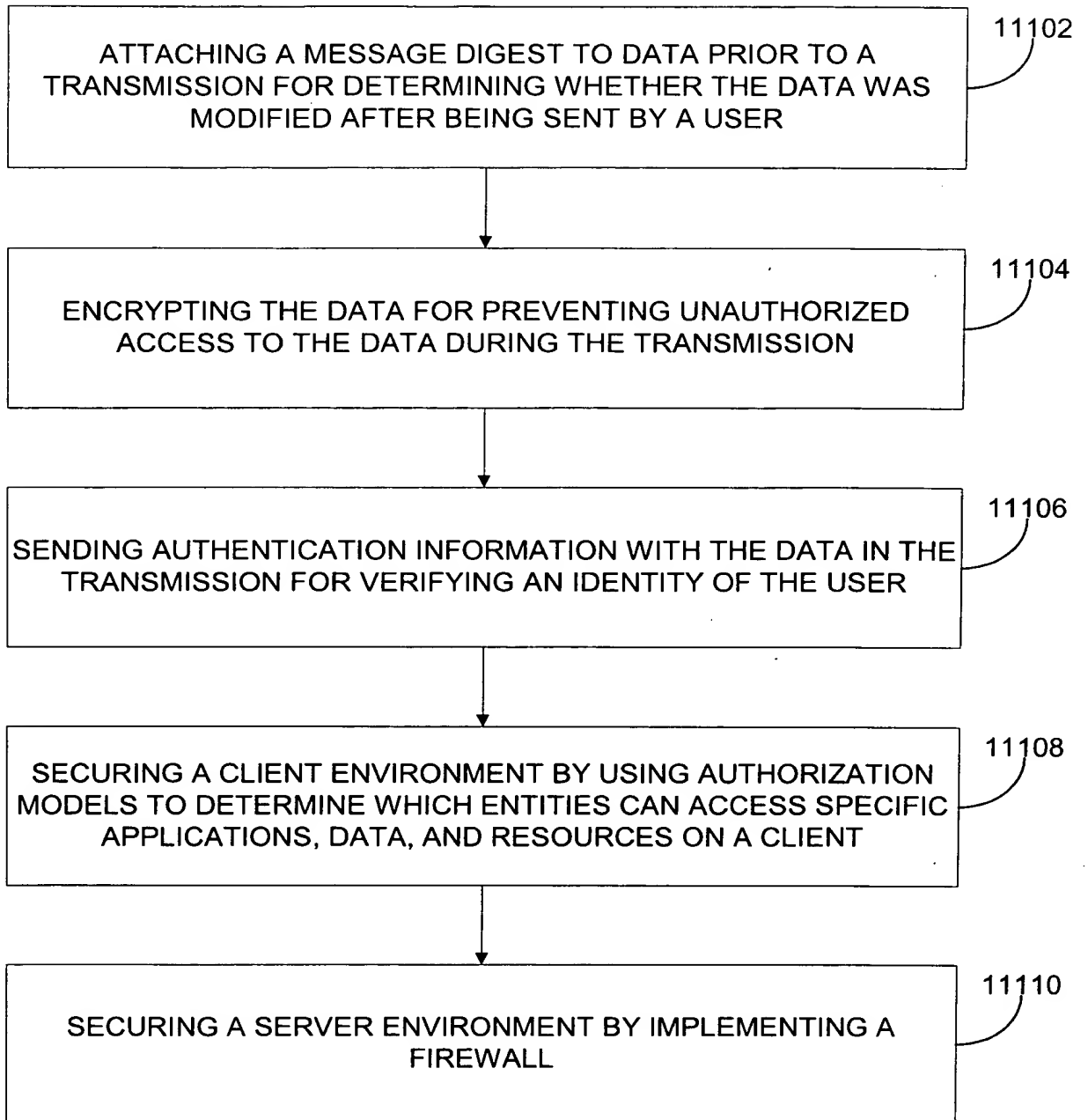


Figure 111